

NOTE THE SOAP INDUSTRY SECTION

# The American Perfumer

and Essential Oil Review

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PUBLISHING  
COMPANY

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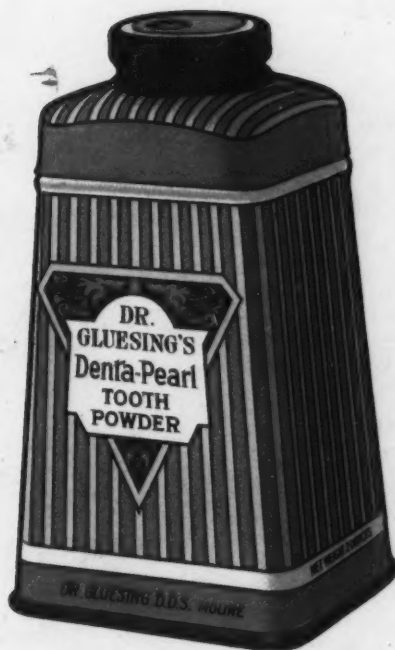
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(SEE PAGE 9)

## AMERICAN CAN COMPANY

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# The American Perfumer

## and Essential Oil Review

The Independent International Journal devoted to Perfumery, Toilet Preparations, Soaps, Flavoring Extracts, etc.  
No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policies.

TWO DOLLARS A YEAR.  
TWENTY-FIVE CENTS A COPY.

NEW YORK, NOVEMBER, 1921

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### THE AMERICAN PERFUMER

and ESSENTIAL OIL REVIEW

PUBLISHED MONTHLY.

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#### HARD FOUGHT BATTLES IN WASHINGTON

In our Washington correspondence and in our Flavoring Extra Section can be found the results of the work of the Manufacturing Perfumers' Association and the Flavoring Extract Manufacturers' Association in combating unfavorable tax and prohibition legislation in Congress. Both associations have had to work hard to protect their legitimate interests in Congress during the last two years or more and the greatest possible amount of praise is due to the officers, legislative committeemen and members who have spent their time and money in going to the front for the two industries. It is not possible at this time to individualize, but the halls of fame in the two associations should find some way to enshrine the names of the loyal and devoted men who have gone to the front for these industries in most discouraging, and often actually disheartening conditions. The victory benefits all, but the winners deserve recognition.

#### GOVERNMENT LOSES PRICE FIXING SUIT

The Government suit for dissolution of a trade association involving thirteen manufacturers of linseed oil was dismissed for want of Equity by Judge George A. Carpenter in Federal District Court, Chicago, Nov. 4. The suit was to decide whether trade associations may be formed for the purpose of exchanging price lists and other trade data and was regarded as a precedent, the ruling of which would affect the standing of 3,000 other such associations throughout the country. The suit was one of the Government's anti-trust prosecutions.

"Logic which assumes that because there is an opportunity to fix prices, therefore, prices are fixed, is contrary to the genius and logic of our law," said the opinion of Judge Carpenter. "Every man is presumed to be innocent until he is proved guilty. If the Armstrong Bureau is to be dissolved merely because it afforded the members an opportunity to fix prices, then this court, with equal propriety, could be asked to dissolve any lunch club where business men meet. This theory hardly warrants discussion."

Judge Carpenter stated that the question involved is whether "there is anything inherently wrong in an agreement between producers in a certain line to furnish each other their prices and not to make any sale deviating from the price list without immediately notifying all the others." He also said:

"Business is no longer a game, but a matter of scientific calculation. A merchant cannot compete with another



merchant unless he knows what he has to compete against. The day is past when the business men of the community meet at noon in the village blacksmith shop or in the evening at the grocery and discuss prices."

"The Government cannot seriously contend," he concluded, "that it is the duty of every merchant to guard against his competitor finding out what he is charging. It would be an impossibility."

#### WAR WITH GERMANY FINALLY AT AN END

President Harding has signed the formal proclamation declaring the end of the war between Germany and the United States. The preliminaries have all been covered and the final ratifications of the treaty between the two nations have been signed and exchanged, so peace again reigns officially.

Stabilization of American business with Germany will be the most important and outstanding result of the President's proclamation, according to officials of the Department of Commerce, the Treasury Department and other Government agencies. The negotiation of a commercial treaty already is in progress, it is understood. Meanwhile consuls will be established at posts throughout Germany and a chief diplomatic agent, in all probability a charge d'affaires at the outset, will be named.

One important effect of the treaty is declared by Washington officials to be the resumption of functioning of Government agencies in the interest of trade development between the United States and Germany. Although American trade agents have been in Germany for some time assisting in trade development, they have been laboring stripped of any official status and unable to make their efforts as effective as if they were the official accredited officers of the United States.

#### INTERNATIONAL COMMERCE CHAMBER

The American section of the International Chamber of Commerce announces that the second annual meeting of the International Chamber will be held in Rome, Italy, during the week of September 18, 1922. At the first annual meeting held last June in London more than 200 American business men, representing virtually every industry in the United States, attended.

Eighteen countries now are members in the chamber, and a number of other countries have applied for admission. The countries already admitted are Argentina, Australia, Austria, Belgium, Czecho-Slovakia, Denmark, France, Great Britain, Italy, Japan, Luxembourg, Netherlands, Poland, Spain, Sweden, Switzerland and the United States.

#### BRITISH MANUFACTURING PERFUMERS HAVE THEIR OWN ALCOHOL TROUBLES

The Perfumery Section of the London Chamber of Commerce has gone to the front to relieve the British manufacturers of an incubus which threatens the life of their trade. Here in America the fear that some half-witted derelict or degenerate might poach on perfume for beverage purposes, which no sane person would think of doing, has caused trouble enough, but in Great Britain the same fear, due to a different cause, has put an enormous duty of 74 shillings on alcohol for perfumery purposes. Here the bone dries are the moving spirits, but in Britain the only thought is that the revenue receipts must be protected.

The injustice to perfumery manufacturers is practically the same in both cases, and some persons would say that

#### ARMS CONFERENCE AND BUSINESS

(By Roger W. Babson, Noted Statistician and Publicist.)

The main hope of the Arms Limitation Conference is not confined to a cut in armament costs. So far most attention has been leveled at the direct saving which can be accomplished by cutting down armament expenditures and this is very important. The greatest thing which the Conference may accomplish to help the present situation is to establish international confidence. On such a basis only can credit be based. If United States bankers could be assured that foreign loans would be used to start Europe's factories running and open world markets to profitable trade, there would not be any difficulty in getting the money. But while it is more than likely that such loans would simply enable those nations to build more battleships and machine guns—destructive things—investors cannot be blamed for refusing to lend. From a business standpoint this means the Conference may open the way for more liberal credit to foreign countries and start a revival in foreign trade.

it amounts to crankism. In London the manufacturers have had to go through the formula of proving that perfumes, except in rare cases, are not luxuries. They also have offered to denature their products with "1,365 grammes dry colocynth extract per gallon of spirit" in their appeal for a reduction of the alcohol tax to normalcy. They even are willing to use this powerful emetic and purgative denaturant under government supervision if necessary to get the tax back to a point where they can save their trade from ruin, for at the present high rate a bottle that would sell for 25 cents American must be offered for \$1, which the British public simply will not pay. The Board of Customs and Excise is considering the appeal. So it will be seen that, even forgetting prohibition for the moment, alcohol troubles seem to be omnipresent.

#### NEW YORK PERFUMERY EXPORTS GROW

August exports of perfumeries from the port of New York took another step higher, the gains in the month and its immediate predecessors having been slow but sure. The August total is \$320,214, divided as follows: To Denmark, \$1,965; France, \$961; Greece, \$138; Netherlands, \$6,428; Spain, \$2,826; Switzerland, \$2,376; England, \$141,822; Scotland, \$212; Bermuda, \$721; British Honduras, \$1,265; Canada, \$12; Costa Rica, \$302; Guatemala, \$465; Honduras, \$1,926; Nicaragua, \$288; Panama, \$7,290; Mexico, \$8,062; Newfoundland, \$2,071; Barbadoes, \$170; Jamaica, \$6,235; Trinidad, \$1,288; Other British West Indies, \$483; Cuba, \$11,776; Danish West Indies, \$673; Dutch West Indies, \$61; South Domingo, \$2,676; Argentina, \$7,926; Brazil, \$835; Chile, \$1,248; Colombia, \$1,464; Ecuador, \$50; British Guiana, \$67; Dutch Guiana, \$14; Peru, \$894; Uruguay, \$1,527; Venezuela, \$348; China, \$9,795; Haiti, \$725; Kwant, \$929; British Indies, \$16,312; Straits settlements, \$422; British East Indies, \$362; Dutch East Indies, \$1,751; Hongkong, \$785; Japan, \$955; Siam, \$35; Australia, \$23,249; New Zealand, \$2,474; British Oceania, \$142; Philippine Islands, \$28,108; British West Africa, \$729; British South Africa, \$13,929; Liberia, \$3; Morocco, \$442; Port Africa, \$236; Egypt, \$1,966.

New York exports of toilet soaps amounted to \$137,079 in August. September figures for the entire country are given in our SOAP SECTION.



## STANDING COMMITTEES MANUFACTURING PERFUMERS' ASSOCIATION, 1921-22

Francis W. Jones, of Chicago, president of the Manufacturing Perfumers' Association of the United States, has announced the appointment of the following committees:

## LEGISLATIVE COMMITTEE

Gilbert Colgate, chairman, (Colgate & Co., New York).  
W. A. Bradley, vice-chairman (D. R. Bradley & Son, New York).  
D. H. McConnell (California Perfume Co., New York).  
Edwin Sefton (Harriet Hubbard Ayer, New York).  
A. M. Spiehler (Adolph Spiehler, Inc., Rochester).

## RESOLUTIONS COMMITTEE

Northam Warren, chairman (Northam Warren Corp., New York).  
C. M. Baker (Pond's Extract Co., New York).  
C. W. Jennings, vice-chairman (Jennings Mfg. Co., Grand Rapids).  
F. C. Adams (Andrew Jergens Co., Cincinnati).  
W. E. Burns (Morana Inc., New York).  
D. H. McConnell (California Perfume Co., New York).

## CONVENTION COMMITTEE

A. H. Wirz, chairman (A. H. Wirz, Inc., Chester, Pa.).  
A. F. Kammer, vice-chairman (Carr-Lowrey Glass Co., New York).  
Northam Warren (Northam Warren Corp., New York).  
Julian W. Lyon (Julian W. Lyon & Co., New York).  
F. L. Butz (Waterbury Paper Box & Co., New York).  
Louis Spencer Levy (AMERICAN PERFUMER, New York).  
(By Invitation).

## FINANCE COMMITTEE

D. H. McConnell (California Perfume Co., New York).  
Northam Warren (Northam Warren Corp., New York).  
C. M. Baker (Pond's Extract Co., New York).

## MEMBERSHIP COMMITTEE

W. A. Walsh, chairman (Morana, Inc., New York).  
William Orem, vice-chairman (Carr-Lowrey Glass Co., Baltimore).  
W. H. Green (Addison Litho Co., New York).  
Chas. A. Rindell (Metal Package Co., Chicago).  
F. C. Adams (Andrew Jergens Co., Cincinnati).  
Louis Spencer Levy (AMERICAN PERFUMER, New York).  
(By Invitation).

## TRANSPORTATION COMMITTEE

F. F. Ingram (F. F. Ingram, Detroit).  
J. C. Buck (Smith, Kline & French, Philadelphia).  
Willard Ohliger (Frederick Sterans Co., Detroit).

## SELECTING THE RIGHT TRADE NAME

There are certain things to avoid; for instance, combining the initials of the firm name to form a new word. That may have been advisable at one time, but it has been overdone. When "Nabisco" was coined this plan was splendid, but the idea has been exhausted. Such trade-marks as "B. V. D." are good, but this idea also has been thoroughly pre-empted. Neither are there many possibilities left in the use of arbitrary numbers, such as the Germans were prone to use. A famous one is "4711."

The coined name, provided it has all the essentials of clarity, distinctiveness and vividness, has many advantages. It must be kept in mind, though, that coined words are meaningless until advertising and use have invested them

## THE SQUARE MAN

ONE of the biggest advantages in life is to be known as a square man.

The brilliant, able, keen man that is unfair, inconsiderate and sharp, will be defeated in his most hopeful and cherished plans.

This is not moralizing—this is commercializing the truth that it pays to be square—square with your neighbor, square with yourself and square with your job.

Roosevelt made the word "square" stand out as one of the incontestable rules of success.—Meyer Druggist.

with significance. In fact, this is true of all names. No mark is inherently valuable. It is only use and celebrity that give it value.

So getting the name right isn't the only important thing. It must also be given a reputation. Once it has that it has value. That is the task before the owners of the newly created trade names. Whether or not these brands will be able to hold their own after the war, depends largely on the reputation they are acquiring now. Getting this reputation is particularly an advertising job.

## FOUR NOVEMBER TRADE VIEWS

*Bradstreet's*: "The outstanding features in trade and industry, aside from the very general interruption to business by holidays, have been a livening up of retail trade, due to cold weather."

*Dun's*: "Revival in basic industries is gradually gathering momentum. Comparison with the situation of earlier months this year reveals unmistakable evidence of betterment both in fundamental conditions and in actual business, though there are still difficulties and uncertainties that prevent a full measure of progress."

*Department of Commerce*: "Considered as a whole business and industry have moved forward. In the majority of industries production and consumption increased and stocks declined."

*National Association of Credit Men*: "Encouraging improvement is reported in both domestic and foreign trade."

## DEMAND EXCEEDS PRE-WAR ERA

(From the Philadelphia Public Ledger)

Wholesalers of perfume, face powder and rouge report they have never been so busy filling orders as in September and so far this month. The demand far exceeds pre-war orders for articles of domestic manufacture. C. M. Riggs, a wholesaler, with offices in the Commercial Trust Building, says the exigencies of the war has brought perfumes and face powder of domestic manufacture to the front in public favor. Explaining the growing demand for made-in-America goods, he said in addition to quality it was probably due to the popular prices at which the domestic merchandise could be sold. He noted that orders for domestic perfumes have increased more than 400 per cent in three years.

## What Perfumers and Soapmakers Want

(F. H. Sawyer, 855 Lawrence Avenue, Chicago, Ill.)

Congratulations on THE AMERICAN PERFUMER. It sure is growing since I first saw a copy, and can assure you that the perfumers and soapmakers throughout the entire country look forward to each issue as a source of information unobtainable in any other publication pertaining to our industry.



### AMERICAN VALUATION PLAN MAKES PROGRESS

The trend of thought that seems to be setting toward the approval of the American valuation plan in the pending tariff bill is becoming quite strong.

Among the latest converts to the method of compensating for decreased duties due to depreciated foreign currencies is the National Association of Manufacturers, and they have been followed by the Synthetic Organic Chemical Manufacturers Association who would naturally be expected to favor any plan to add to the protection of the American Chemical industry.

Those whose interests might be adversely affected include the importers of raw materials. The Manufacturing Perfumers' Association representing the consumers gave it their qualified approval in briefs filed with Congress.

As we have previously pointed out this method of valuation was tried in 1842, but just why it was dropped does not appear. The present foreign exchange situation would seem to make some expedient of this kind a vital necessity for the protection of American industries.

### USE OF THE TERM "SKIN FOODS" ON TOILET CREAMS AND OTHERWISE

Constant inquiries are being received by us regarding the right to use the term "skin food" in connection with toilet and other preparations. Some years ago a prosecution was made under the Pure Food and Drugs Act against certain manufacturers of toilet preparations for using the expression "skin food" on toilet creams of various descriptions. The contention at that time made by the Bureau of Chemistry was that there was no food for the skin other than what was taken into the stomach of the possessor of the skin that was to be benefited.

These questions are difficult to answer and the Bureau of Chemistry officials at Washington refuse to make a general ruling on this mooted proposition. They insist that each particular preparation must undergo its own investigation and they add doubts as to whether there is such a thing as a "skin food" of that exclusive nature. To get at the basis of the "skin food" matter we wrote to the new head of the Bureau of Chemistry at Washington and here is what he has to say on the subject:

*Editor American Perfumer and Essential Oil Review:*

Your letter relative to the use of the expression "Skin Foods" on toilet creams, has been received. You state that you have had numerous inquiries upon this subject of late and asked to be advised concerning the status of the matter.

In the administration of the Food and Drug Act the Bureau is accustomed to consider preparations individually, not collectively. It is not the practice to attempt to pass judgment upon a class of preparations but rather to consider each one of the products, as regard compliance or non-compliance with the provisions of the law. And so with the class you mention, the propriety of the use of the term "Skin Food" must depend in each instance upon whether or not the preparation will actually fulfill the promise that is conveyed by these words. And in this connection we may remark that the nature of the promise, its meaning and significance to the purchaser, is judged not only by statements made in the labeling of the package but also by those published in collateral advertising, such as newspaper notices, for example.

The characterization of a preparation as a "Skin Food" is essentially a fraud, since it is not the skin in most instances that needs nourishment, but it is the subcutaneous tissues, the structures beneath the skin; and in these preparations is there anything that is primarily a nutriment for

### FACING NEW ERA OF BUSINESS LIFE

*Ernest T. Trigg, President of the National Oil, Paint and Varnish Association and Member United States Chamber of Commerce.*

We may expect lower prices for fifty years. Most men in executive positions in business and industry are unfitted by experience to cope with a "buyers' market." Liquidation has run its course but price adjustments will continue for years. *Selling, not production, will henceforth be industry's greatest problem.*

I believe it will be found to take a great deal more courage and a keener alertness to do business successfully under the new conditions, and that personal qualities will count to the full in this new era. We shall have to correlate production with selling as never before. In this new cycle the business which best sells will best prosper.

A chart prepared by one of the experts of the Russell Sage Foundation shows the trend of wholesale prices from the year 1810 to 1920. The three great peaks are occasioned by three great wars, the war of 1812, the Civil War and the World War. The one dramatic factor which caused these sharpest peaks on the chart was the tremendously accelerated production of capital wealth of almost every variety, not for investment, not for construction and saving, but for the waste of war. Production was speeded to the highest pitch along many lines, most of which, so far as permanent national wealth goes, represented almost total loss. Such a course means that to us and to generations unborn is the task of making good that capital expenditure. It means that the tendency must be toward conservation and great care in buying.

We are in a new cycle of business which is likely to last for twenty years or more. I imagine there are very few men now in active control in our industry who were in a position of large importance before 1890. With an experience which has fitted us for doing business in one cycle we find that we must carry on in another. The outstanding features of business in a cycle of advancing prices are the development of production and the willingness to speculate. Now all is changed. Things possible then are anomalies today.

the skin and not a nutriment for the rest of the body? If not, why are they called "Skin Foods"?

In administering the law the Bureau must necessarily consider each preparation individually and arrive at a conclusion in each instance from the facts and circumstances present.

Respectfully,

W. G. CAMPBELL,  
Acting Chief.

### RETAIL DRUGGISTS ELECT OFFICERS

National Association of Retail Druggists' twenty-third annual convention at Denver recently was a pronounced success, both in attendance and entertainment. The reports of the officers and committees evidenced a healthy financial condition, and a large amount of successful work during the year. The officers for the new year are: President, Ambrose Hunsberger, Philadelphia; First Vice-President, David J. Kuhn, Nashville; Second Vice-President, W. Bruce Philip, Oakland, Cal.; Third Vice-President, Bert W. Strickland, Denver; Secretary, Samuel C. Henry, Chicago; Treasurer, William A. Oren, Indianapolis. Executive Committee: Charles H. Huhn, Minneapolis; John J. Possehl, Milwaukee; James F. Finneran, Boston; John J. Webster, Detroit; Julius H. Riemenschneider, Chicago; Charles F. Harding, Cincinnati.



## PERFUMES FROM POISON GASES?

The mystery is solved! The United States Government has not gone into the business of transforming poison war gases into perfumes. Here is what actually happened from our dependable correspondent in the National capital, showing how a suggestion can be turned into what is claimed to be an actuality:

WASHINGTON, Oct. 10.—Dr. Edwin S. Slosson in an address recently before the Chemical Society of Washington suggested the manufacture of perfumes from poisonous gases developed during the war.

Here is the horrifying proposal that users of perfumery are to be deluged with poison gases in the guise of innocent perfumes. It is astonishing that such a proposal, if it happened to be feasible even, should be considered at all seriously, but witness the following:

## Deadly War Gases Made Into Violet and Jasmine Perfumes

(From the Tribune's Washington Bureau)

WASHINGTON, Oct. 2.—The deadly poison gas developed by the chemical warfare service of the War Department to combat America's enemies has been turned to the most peaceful of peace-time service, it was learned to-day. The fumes which devastated whole countryside in the World War will hereafter be transformed into delicate perfumes to scent milady's boudoir.

Experiments completed by the chemical warfare service and representatives of the nation's chemical industry built up to fight the German chemical monopoly have found a way to convert the war gases into perfumes. From the deadly phosgene gas the chemists have succeeded in extracting a violet scent that they assert is more delicate and more lasting than the original woodland article. Benzyl acetate, another of the war gas products, has proved the source of a jasmine scent as fragrant as the jasmine itself.

Steps have been taken to make the perfumes developed from the death-dealing gas available to the chemical industry for commercial development, and they will be added to the long list of valuable by-products now being developed in connection with the manufacture of coal tar dyes in this country.

## HOW ADVERTISERS FIGHT SUBSTITUTION

The evil of substitution crops up in all parts of the country at various times and it long has been a thorn in the sides of manufacturers of articles having a nation wide market. National advertisers have various ways of fighting this insidious monster and several of them, who have told their troubles in *Printers' Ink*, have decided that advertising is the best remedy. Here is an extract from the symposium:

The preparation of a good dentifrice requires both skill and understanding, and the great numbers of such products offered makes it necessary for the laboratory compounding such an article to be reputable above all else. I. W. Lyons & Sons, makers of one of the well-known products of this character, frankly admit substitute troubles.

"While we do not feel," they say, "that we have entirely solved the substitute menace, yet we believe that this condition is much improved, due, no doubt, to the fact that during the past few years both dealer and consumer have found trade-marked goods were the most dependable. Therefore, our principal effort is directed through our advertising, in its various branches, in keeping our goods constantly before the public."

Colgate & Co. have this to say:

"We work through our salesmen and attempt to secure the co-operation and good-will of the dealer by showing

## OUR ADVERTISERS

1107 JEROME AVENUE, NEW YORK  
A. C. C. T. 1000 1000

1107 JEROME AVENUE, NEW YORK  
A. C. C. T. 1000 1000

1107 JEROME AVENUE, NEW YORK  
A. C. C. T. 1000 1000

## SCIENTIFIC UTILITIES CO., INC.

CHEMICAL GLASSWARE AND APPARATUS  
FOR LABORATORIES  
ELECTRIC METAL APPLIANCE  
THERMISTERS AND AUTOMATICS  
OF EVERY DESCRIPTION  
CONTRACT WORK

MANUFACTURERS  
IMPORTERS, EXPORTERS

SURGICAL AND ELECTRO-MEDICAL INSTRUMENTS  
BALANCES AND WEIGHTS  
BATHOTHERMOMETERS, MICROSCOPES  
AND ACCESSORIES  
COMMERCIAL, HOUSE AND PHONE  
ELECTRICAL WORK



1107 JEROME AVENUE, NEW YORK

November 4th, 1931.

American Perfumer and Essential Oil Review,  
14 Cliff Street,  
New York City.

Gentlemen:-

We wish to compliment you on the beautiful work done by you in connection with our special insert in colors, and which has created quite a sensation. This is proven by the fact that letters are pouring in daily, and in most of them we are receiving compliments and praise on the make-up of the ad. This you are entitled to share with us.

With best wishes, we are,

Sincerely yours,

SCIENTIFIC UTILITIES CO., INC.

*Harry J. Gumbel*  
President.

him that it is to his advantage to push our goods both from a quality and turnover standpoint. Window displays and counter advertising matter and counter displays are counted upon to assist the customer in securing the brand asked for after local and national advertising has created the desire."

## PENFOLD REPORTS A NEW PHENOL

Penfold, in a paper read before the Royal Society of New South Wales, announces that he has discovered a new phenol in the essential oil of the leaves and terminal branchlets of *Leptospermum flavescens*. The amount of this body, which was isolated from different distillates, was very variable, being as low as 0.75 per cent, and as high as 8 per cent. About 60 grams of the phenol were obtained by extracting the oil with 3 per cent. caustic soda and liberating by means of sulphuric acid. The crude phenol was purified by washing with a solution of bicarbonate of sodium and then repeatedly fractionating under a pressure of 10 millimetres. The phenol appears to have the formula  $C_{11}H_{10}O_2$ , and has the following characters:

Boiling point at 10 mm. =  $145^{\circ}$ - $146^{\circ}$   
Boiling point at 770 mm. =  $275^{\circ}$ - $278^{\circ}$   
Optical rotation =  $\pm 0^{\circ}$   
Refractive index at  $20^{\circ}$  = 1.5000  
Specific gravity at  $20^{\circ}$  = 1.073

The author considers that this body is a phenol, although no single derivative could be prepared from it that one would expect to be yielded by a phenol. The name *Leptospermol* is suggested for it. Further evidence as to it being a definite new chemical individual is necessary, however, before it can be accepted without reserve as a new phenol.

## Congratulations on Continued Excellence

(Garrett & Co., Inc., Food Products, B. H. Smith, Mgr. Extract Dept., 10 Bush Terminal, Brooklyn, N. Y.)

We would like to congratulate you upon the continued excellence of your publication.



## PERFUMERS WIN TAX EXEMPTION IN CONFERENCE

Long Fight to Avoid Unjust Imposition Seems to Have Been Finally Won at Washington—Other Matters of Interest to Perfumers, Toilet Goods Makers, Flavoring Extract Manufacturers and Allied Industries

WASHINGTON, D. C., November 16.—The conferees on the revenue bill late yesterday afternoon agreed to the elimination of the perfume, cosmetic and all other taxes contained in the perfume section of the revenue bill. While the conference report is yet to be accepted by both the House and the Senate, there is not the shadow of a doubt but what this particular section of the revenue bill will be accepted by both Houses of Congress. It is understood that the conferees in eliminating the perfumery section were unanimous in agreement.

Too much credit cannot be given to W. L. Crounse, Washington representative of the Manufacturing Perfumers' Association, and other officials of that organization. Mr. Crounse in a special statement to THE AMERICAN PERFUMER today said:

"Of course, I am much pleased with the outcome, but I have never doubted the ultimate result. It has been a long, hard fight and has called for unceasing vigilance and tireless energy. I have never known a tax campaign to last so long or to develop so many complications which required close attention and special treatment. The fight has gone heavily on my 35 years' experience in this field and I hope it will be a long time before the trade is called upon to make another such campaign.

"The support given me by the officers of the M. P. A. and their confidence in my judgment has been very gratifying and the co-operation received from the members of the association has assisted in bringing about the satisfactory outcome.

"At one time our campaign was imperilled by the action of a few selfish members of the trade who undertook by independent action to secure the elimination of their own special products from taxation. The temporary effect was to deprive us of certain important talking points and arguments in favor of removing the tax from our entire schedule of products, but the injustice of discriminating in favor of the few and against the many appealed strongly to the conference committee and assisted us materially in securing the final elimination of the entire tax."

Our readers are familiar, of course, with the way in which the revenue bill passed the House and also with the way the bill was reported to the Senate by the Finance Committee. When it was definitely ascertained that the Finance Committee would eliminate the perfume section of the bill, efforts were made to have this section stricken out on the floor when the bill was being considered. Several Senators did their best to have the section stricken out, but without avail.

Inasmuch, however, as the bill when it passed the House carried no tax on perfumes, extracts, etc., and as several items of the section were stricken out by the Senate, it was reasonable to assume that the perfumery section would be stricken out in conference. This is what happened.

### HOW SENATE SPLIT UP THE PERFUMERY SECTION

When the revenue bill was passed by the Senate the 3 percent tax on soaps and soap powders was eliminated as was the 4 per cent tax on tooth paste, dentifrices and petroleum jellies, etc. The 4 per cent tax was left on perfumes, cosmetics, etc.

There was considerable discussion on the floor of the Senate when the perfume paragraph was taken up and Senator Wadsworth of New York made a strenuous effort to have the whole perfume tax section stricken out of the bill, but he was unsuccessful. The Senators who participated in the debate insisted on leaving in the bill what they denominated luxuries and took out of the perfume paragraph of the bill whatever they considered necessities. The perfume paragraph as it was finally passed by the Senate read as follows:

"Perfumes, essences, extracts, cosmetics, hair oils, pomades, hair dressings, hair restoratives, hair dyes, aromatic cachous, or any similar substance, article, or prep-

aration by whatsoever name known or distinguished, any of the above which are used or applied or intended to be used or applied for toilet purposes, except tooth and mouth washes, dentifrices, tooth pastes, toilet water, 4 per cent."

### AGREEMENT ON PERFUMES, SOFT DRINKS, ETC.

Agreement on excise and soft drink taxes was reached yesterday by the House and Senate conferees on the tax revision bill. After striking out the Senate proposal for a 4 per cent manufacturers' tax on perfumes, essences, extracts, toilet waters and the like the managers agreed to the excise taxes as finally approved by the Senate.

A manufacturers' tax of 5 per cent of so much of the price for which various articles are sold or leased as is in excess of the price specified as to each article was agreed to, affecting carpets, trunks, etc.

Excise taxes now in force, the repeal of which is agreed upon, are as follows:

Articles made of fur, 10 per cent.

Musical instruments, 5 per cent.

Chewing gum, 5 per cent.

Portable electric fans, 5 per cent.

Motion picture films, 5 per cent.

Thermos and thermostatic bottles and jugs, 5 per cent.

Retail (luxury) taxes on articles of clothing, umbrellas, parasols, sunshades, picture frames, carpets, rugs, trunks, valises, hat boxes, fitted toilet cases, shopping and hand bags, portable lighting fixtures and fans costing in excess of specified amounts.

Manufacturers' taxes on soft drinks, to be in lieu of the present levies, were agreed upon as follows:

Upon all beverages derived wholly or in part from cereals, 2 cents a gallon.

Upon all unfermented fruit juices intended for consumption as beverages with the addition of water and sugar, and upon all imitations of such fruit juices, and upon all carbonated beverages (except cereal), 2 cents a gallon.

Upon all still drinks (except pure apple cider), 2 cents a gallon.

Upon all natural or artificial mineral waters or table waters sold by the producer at more than 12½ cents a gallon, 2 cents a gallon.

Upon all carbonic acid gas sold for use in the preparation of soft drinks, 4 cents a pound.

Upon all finished fountain syrups for use in compounding soft drinks, 9 cents a gallon.

The conferees passed over for further discussion the provision imposing a tax of 5 cents a gallon on finished syrups used in the manufacture of beverages sold in bottles or other closed containers.

The excess profits and transportation tax repeals were agreed upon, but this was purely perfunctory, as both the House and Senate bills provided for their repeal on next January 1.

Some of the conferees are of the opinion that the Senate amendment increasing the corporation income tax rate by 5 per cent instead of 2½ per cent as voted by the House will be agreed upon. The income surtax amendment still is the big controverted feature, but the maximum rate probably will be fixed by the House.

### TARIFF ON VEGETABLE OILS AND POTASH

Complaint against the emergency tariff on vegetable oils is voiced in a letter sent by William Cooper Procter, president of the Procter & Gamble Co., to Senator Altee Pomerehne. The letter is as follows:

"The emergency tariff passed on May 27, 1921, insofar as vegetable oils is concerned, has done none of the things expected of it. Indeed, it has an opposite effect. These damaging effects are now so clearly apparent that the very element that these duties were designed to help, the Southern farmer, now condemn them. New York millions were invested here in the profitable industry of refining, substituting and re-exporting these oils. Large plants were built, giving employment to great numbers. Now the in-



dustry is flat. Economy capacity is impossible with a consequent sharp advance in overhead costs, and the general unemployment situation is further aggravated."

Tariff rates on vegetable oils and the materials therefore were referred to the Executive Committee of the agricultural bloc of the Senate at a conference of that group of Senators.

Profs. Alva Agee, secretary of the New Jersey Department of Agriculture, and George L. Schuster, of the University of Delaware, have criticized the effort to force into the emergency tariff bill a duty on the importation of potash, when cities are demanding lower priced food.

#### SMOOT WILL NOT STOP SALES TAX FIGHT.

Declaring that the vote of the Senate on his manufacturers' sales tax amendment to the Fordney Revenue measure was an encouragement to him rather than a defeat, Senator Smoot said today that he would continue his fight for the enactment of the sales tax into American legislation in every Congress until enough votes can be mustered to put it on the statute books.

"The country is heart and soul in favor of the sales tax," Senator Smoot asserted. "The letters which have been coming into my office ever since I announced that I would take the sales tax fight to the floor of the Senate indicate the feeling prevalent throughout the country among business corporations, business people, working men and taxpayers of all kinds in favor of sales tax legislation."

The Utah Senator predicts that the time is not far distant when the United States will join with Canada and other countries that are successfully administering the sales tax, which he insists is the only equitable, just cure for the present evils of our revenue laws.

When the new session meets next month Senator Smoot will reintroduce his sales tax plan, according to his present intentions.

Speaking of the opposition he has encountered ever since he began his fight for the sales tax, Senator Smoot said:

"When I first proclaimed the virtues of the sales tax it seemed as though I was fighting the battle alone. Since that time, however, Senators have made a thorough study of this great revenue problem, and as a result more than half have actually been converted to the doctrine, and I honestly believe that the sales tax will be a reality after this Congress or the following one."

"The Republican Party pledged itself to a thorough tax revision, and I cannot regard the passing of the present revenue bill by the Senate last week as such a revision which the people of the United States had a right to anticipate. I shall do all in my power to bring about a real revision of the revenue laws, and I regard the sales tax as the one great remedy for all the evils now thrust upon the American people by the revenue laws which have been in force and which have now only been modified."

#### EMERGENCY TARIFF EXTENDED UNTIL REPEALED

At the time THE AMERICAN PERFUMER went to press last month the emergency tariff bill had passed the House extending until February 1, 1922, the whole emergency bill, including the dye and chemical control section.

Since that time the Senate Finance Committee reported the bill favorably to the upper House without any amendments, but the bill was amended on the floor of the Senate by extending the act until "otherwise provided by law," which has the effect of extending the emergency tariff act until the permanent bill becomes law. Contrary to expectations, the House accepted the Senate's amendment with practically no debate, and the measure has been sent to the President for his signature.

Therefore, the emergency tariff law, including the dye and chemical control act section, will be law until the permanent tariff bill is enacted or until such time as Congress desires to make a change.

#### DYESTUFF LOBBY INQUIRY IS HAMPERED.

The Audit and Control Committee of the Senate has reported to the Upper House favorably the resolution introduced by Senator King of Utah for an investigation of an alleged dyestuff lobby in Washington.

In reporting the resolution, however, this committee took almost unprecedented action in amending the resolution so

that the investigating committee will not be able to subpoena witnesses. The action of the Audit Committee in this connection is especially strange in view of the fact that the Judiciary Committee of the Senate has already acted on the resolution, while the action of the Audit Committee is supposed to be purely routine. Senator King has stated that when the resolution comes up on the floor of the Senate for action, he will insist that the power to subpoena witnesses be reinserted in the resolution.

#### FUSEL OIL LICENSE CASE POSTPONED.

The Commercial Solvents Company will have an opportunity on December 15 to argue its fusel oil appeal case before the Court of Appeals of the District of Columbia.

Under authority of the Dye and Chemical Control Act the Customs Service issued a ruling that fusel oil could be imported into the United States without license. The Solvents Company took exception to this ruling and appealed to the Supreme Court of the District of Columbia to compel the Dye and Chemical Control Section to issue licenses for the importation of fusel oil. The Supreme Court of the District, however, handed down a decision in which it has held that it did not have jurisdiction. The Commercial Solvents Company then appealed to the Court of Appeals of the District of Columbia.

#### CONFERENCE OPPOSED TO ALCOHOL TAX

At a meeting of the New York Pharmaceutical Conference at the New York College of Pharmacy, West 68th street, on Nov. 3, a letter was read from President Hilton of the American Pharmaceutical Association in which Mr. Hilton said that he was unable to inform the Conference that their fight against the \$6.40 alcohol tax had borne fruit. He also said that Senator Calder had offered a bill providing that wherever spirits or wine were used in preparations fit for beverage purposes, such spirits or wine must pay the \$6.40 tax, and Mr. Hilton asked the Conference to take action in opposition to this proposition.

It was the consensus of the Conference that such a tax was unjust, would cause the druggist a great deal of book-keeping to differentiate between the alcohol that bore the \$6.40 tax and the alcohol that bore the lower tax, and that it would unjustly tax the sick.

The Conference refused to endorse the anti-beer bill and refused to go on record to instruct the trade to refuse to fill beer prescriptions.

#### UNGERER ON AMERICAN VALUATIONS

W. S. Ungerer, of Ungerer & Co., in a recent statement arguing against the American valuation clause in the Fordney Tariff Bill, makes the following points:

"In the perfume business, particularly where the value of a given product depends wholly on quality and there may be a price variation of several times the price of the cheaper grades, it will be impossible for the assessors to apply an American valuation except by choosing, more or less at random, one of the widely varying market quotations, which quotation, assuming that it is wisely chosen, will apply justly only to that particular grade."

"The effect of all this will be felt severely by the American perfumer in the general dislocation of the market on the imported essential oils and other products which are essential to his business. Prices will be higher, but what is perhaps even more important, they will be unstable, and no man will be able to calculate accurately in advance regarding his business commitments, since his most careful and accurate calculations may be upset by the whim of some assessor."

"American valuation can only produce uncertainty, speculation, loss and very possibly disaster to the perfume and allied industries."

In a letter to Chairman Joseph W. Fordney, of the Ways and Means Committee of the House of Representatives, Mr. Ungerer pointed out that the welfare of the entire industry of finished perfumes and perfumed products



in the United States is dependent on an adequate supply of certain high grade materials from abroad.

The letter in effect is a plea for a reasonable interpretation and an intelligent administration of the embargo section of the Emergency Tariff Act. In the first place Mr. Ungerer claims that the embargo provision has been extended to cover many materials which it was never intended to cover. Referring to the embargo on the importation of synthetic organic chemicals, Mr. Ungerer claims that confusion as to the exact meaning and scope of the term "synthetic" has resulted in a refusal of the authorities to permit the entry of citral, geraniol, linalool and other products which are never produced artificially on a commercial scale. Entry was also refused in the case of certain aromatic bases, which, while they may contain synthetic chemicals among other ingredients, it is an unwarranted extension of logic to classify them as synthetic organic chemicals. As a remedy, he suggests the adoption of a consistent policy based on a reasonable definition of the term "synthetic."

In the second place, Mr. Ungerer criticizes the provisions of the embargo section which permit the importation of a "synthetic organic chemical" when it cannot be obtained in this country in suitable amount or quality or at a reasonable price. These products properly come within the scope of the embargo, Mr. Ungerer admits, but holds there has been little if any appreciation of the fact that in perfume materials the question of quality is paramount. The production of some domestic artificial perfume materials, such as coumarin, terpineol and heliotropin, is adequate in amount and quality for many, but not all, uses, he concedes.

Eight letters from leading American perfumers in support of the position taken by Mr. Ungerer were submitted.

#### AMERICAN FINDS EUROPE REVIVING

Dr. Carl F. G. Meyer, of St. Louis, who can be depended upon to take an American and therefore perfectly fair view of conditions in Europe, sends this home from Paris:

"It seems a long way from home over here on the Eastern Continent that so recently has undergone the ravages of war, and that is just now recovering from the throes of war's effect. Naturally the effects are apparent on all sides, yet commerce is reviving and the world goes on.

"A close-up view of the European people makes one realize how interdependent we are; how human beings all over the globe so nearly resemble each other in their mode of life, their habits and their desires.

"I am looking in as it were from the outside, at the struggles and activities of these good people who having evidently adjusted their differences through bloodshed and devastation are now trying to stabilize and establish themselves to normal activities, the majority wondering: 'What was it all about?'

"It will be a hard pull up the road to normalcy on the European side of the Atlantic, but evidently with increasing trade with the rest of the world, contentment and prosperity will return.

"How fortunate are we in the wonderful U. S. A. with its natural advantages, its privileges and prosperity.

"For fifty years my house has maintained close business relations with the principal producing centers of Continental Europe. These connections were either broken off entirely or seriously interfered with by the World War.

"The purpose of my visit is to re-establish our former connections and if possible to increase our sources from over here. My reception has been most cordial. Our old friends seemed delighted to get a better understanding of the conditions actually prevailing in the United States, and are particularly anxious to increase their business with us."

#### THE FRENCH RELIEF FUND

Up to November 14 the American Relief Fund raised by W. G. Ungerer, president of Ungerer & Co., New York City, for the benefit of the widows and orphans of the world war in the region of Grasse, France, had reached a total of nearly 18,000 francs. The wide responses on the part of the perfumery and essential oil trade are being gratefully acknowledged in *La Revue de Grasse* and other French publications which are devoting considerable space to the subject. In addition to the subscriptions announced in our last issue the following are reported:

	Francs
Previously acknowledged .....	15,538
Peerless Tube Co., Bloomfield .....	100
Fredk. F. Ingram Co., Detroit .....	358
Ed. Samuel Fisher, Mexico City.....	100
Franklin I. Mallory, New York.....	100
Aroma Club, New York .....	200
J. R. Watkins Co., Winona .....	358
Fritzsche Bros., New York .....	500
Karl Voss, (Wm. Buedingen & Son,) New York...	100
Rockhill & Victor, New York.....	500

Nov. 14, 1921, total in Francs..... 17,854

#### U. S. TOILET GOODS IN BRITAIN

According to a report received in this country by prominent firms who are members of the American Chamber of Commerce in London, there should be a great future for American proprietary articles, both toilet and medical, in Great Britain. At present expansion is somewhat retarded by the state of the exchange which pushes up the price of the American article in Britain to a considerable extent.

Very few British women use both vanishing and cold cream, with the result that while sales of the former are very good, sales of the latter are poor. The reasons for this apparent reluctance to use cold cream are discussed in the report where the opinion is expressed that a special educational campaign is needed to push sales of cold cream.

The popularity of American dentifrices is undeniable. In fact American tooth pastes are said to have the highest sales in Great Britain. But as regards toilet powder, soap and perfumery the position is not so good. Toilet powders and soaps of British manufacture are well established in the market and are much cheaper than American.

Full details are available only in the report which has been circulated to members, but interested firms can procure copies as long as they last by writing to the American Chamber of Commerce in London and referring to this item in the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW.

#### CONSTITUENTS OF ARTEMISIA OIL.

Asahina and Tagaki have published the results of their recent investigations on the constituents of the oil of *Artemisia annua*. They state that artemisia ketone, as it is commonly called, contains a second isomeric body. When oxidized by means of chromic or nitric acids, the tetrahydroketone yields dimethyl-ethyl-acetic acid, and if the ketone be oxidized by means of potassium permanganate, it yields dimethyl-malonc acid. If the ketone be converted into its semi-carbazone, and crystallized, the mother liquor yields a later crop of crystals of the semi-carbazone of another ketone, melting at 70-72°. This body has been named iso-artemisia ketone. Its formula is  $C_{10}H_{16}O$ , and it has the following characters: Boiling point at 760 mm. = 182-183°; specific gravity at 17°/4° = 0.8711; refractive index at 17° = 1.4688. On reduction it yields the same tetrahydro compound as does its isomer, artemisia ketone. The latter is converted into the iso-ketone when heated with 5 per cent. alcoholic sulphuric acid. The oil contains about 10 per cent of the iso-ketone.



# SYNTHETIC ORGANIC CHEMICAL MANUFACTURERS' ASSOCIATION FORMED

**Comprehensive National Organization of Several Closely Related Lines of Manufacture to Co-operate with Government to Encourage Making of All Kinds of Organic Chemicals.**

Representative manufacturers of synthetic organic chemical met at the Hotel Washington, Washington, D. C., on October 28 and 29, to effect a comprehensive national organization of the several closely related lines of manufacture included in this important branch of chemical industry.

The name of the new organization is Synthetic Organic Chemical Manufacturers' Association of the United States. Its purposes, as set forth in the constitution adopted are:

"To advance the science of organic chemistry by encouraging the manufacture in the United States of all kinds of organic chemicals; to co-operate with the various agencies of the Government of the United States in its efforts to develop, improve and render serviceable a complete organic chemical industry; to promote cordial relations between American concerns and individuals engaged in the production and use of organic chemicals; to afford means for the dissemination of scientific knowledge; to promote the highest scientific and business standard in relation to the industry; and generally to take such collective action as may be proper for the establishment and perpetuation of the organic chemical independence of the United States of America."

The association is subdivided into four sections: Dyestuffs, Pharmaceuticals, Intermediates and Fine Organic Chemicals, each section having a vice-president, a secretary and an executive committee.

The administration of the association is in the hands of a board of governors, consisting of the president, the four vice-presidents, and ten members nominated by the sections.

The following officers were elected to serve as the first board of the new association:

President, Charles H. Herty, formerly editor of the *Journal of Industrial and Engineering Chemistry*.

Vice-presidents:—C. N. Turner, of the Dyestuff Section; Herman Seydell, of the Pharmaceutical Section; S. W. Wilder, of the Intermediate Section; B. T. Bush, of the Fine Organic Chemicals Section.

R. S. Burdick, R. C. Jeffcott, August Merz, R. Poucher, P. Schleussner and F. P. Summers were elected members of the board of governors, the remaining four members, one from each section, will be elected later.

After adjournment Dr. Herty gave out the following statement:

"At last there has been brought together one effective organization of men who, for the past five years, have been developing in this country all lines of manufacture of synthetic organic chemicals. . . Much progress has been made but there is a long road ahead before we

can hope to give to our country an industry which can worthily meet its every need. The association as organized is thoroughly democratic in character. In the councils of the association the small manufacturer has equal voice with the larger and we all recognize that the success of the industry is closely bound up in the welfare of the small manufacturer. There have been some points of friction in the past between producer and consumer, but I believe that the hearty spirit of co-operation is developed which in the end will assure the future of this industry. For six years I have editorially striven to arouse first the chemist and then our people in general to the importance of developing this industry. This idea is now so clear to all that I feel my best efforts can be given to work with the manufacturers on their many problems in the hope of aiding them in the firm establishment of that industry which is so vitally important to this nation.

Secretary Hoover was introduced to the meeting by R. C. Jeffcott, president of the American Dyes Institute, who acted as chairman of the meeting. Following Secretary Hoover's address the

meeting got down to business, including consideration of the form and scope of the new organization, its constitution and by-laws, etc.

The understanding was that the new organization would get behind proposed legislation for an embargo on dyestuffs and certain other chemicals, in connection with the bill for a permanent tariff. A thought in the minds of many of those present was that eventually the new organization, being much broader than, but covering also the same field as the American Dyes Institute, may absorb many of the functions of the institute.

Experts and representatives of government departments and technical organizations, as well as dyestuff and chemical manufacturers attended the meeting.

At a meeting in New York last September a committee was appointed by several large manufacturers to organize the new association. The idea has been gaining favor for some time, it seems, that such an organization should be created, which would be more inclusive than the American Dyes Institute, so as to include in its membership manufacturers of medicinals, aromatics, perfumes, toilet preparations, photographic chemicals, synthetic tanning materials, and other products which come under the head of organic chemicals, so that the entire industry in all its branches may be represented in one large body to co-operate with the government in such matters and promote research, etc. It is said that the new association is to replace the American Dyes Institute.

(Continued on page 385)



CHARLES H. HERTY



BURTON T. BUSH



## PERFUMERY AND CHEMICAL CLUBS OF THE METROPOLIS

### AROMA CLUB ACTIVITIES

The good and bad points of denatured alcohol formula 39B were discussed by Dr. L. S. Forst, formerly chief chemist of the Bureau of Internal Revenue, Washington, D. C., at the November 2 meeting of the Aroma club at Brown's Chop House.

The advantages of diethyl phthalate as a denaturant, as summarized in the address and discussion, are: It is colorless and practically without color it has a very objectionable taste it is difficult to separate from alcohol; it may be obtained in a high degree of purity; and the mixture may be diluted to 40 per cent alcoholic strength before precipitation begins. It is not an irritant of the skin.

The disadvantages of diethyl and phthalate as a denaturant, as developed in the discussion, are: It cannot be used in preparations of an alkaline character as it changes color; under certain considerations eosin is formed; it may change the color, notably the yellow and sometimes the green colors. The toxicity is less than that of grain alcohol but the physiological action has not yet been determined.

It was held by a number of those who took part in the discussion that it cannot be used as successfully by perfumers as pure grain alcohol. For many years it has been used as a stretcher by foreign perfumers. "The department at Washington," said Dr. Forst, "is trying to force us to use denatured alcohol for our own goods."

Theodore Shipkoff, of Kanzanlik, Bulgaria, who was the guest of B. T. Bush, then made an interesting address on his impressions of America, gained from trips to this country since 1885. Less interference by the government in business and the use of the best alcohol made would operate powerfully, he thought, to place American perfumes in the markets of the world. President Sefton confirmed the opinion expressed by Mr. Shipkoff and added that it has only been in the last five years that Americans have been making really high grade perfumes. Within the next five years, he held, American perfumes will equal, if not surpass, any now imported. American perfumers then will be in a position to capture world markets, he said.

Paul Schving, representing the house of Houbigant, Paris, also was a guest at the luncheon. Covers were set for about fifty.

The Aroma Club strenuously opposed the proposed tax of four per cent. on the manufacturers' selling price of perfumes, toilet waters, essences, extracts and cosmetics.

New Officers were elected at the meeting of the club November 16.

The feature of the meeting was the address of Dr. Charles H. Herty, president of the newly organized Synthetic Organic Chemical Manufacturers' Association.

President Edwin Sefton and Treasurer Irving S. Zeluff were re-elected. W. L. Schultz was elected vice-

president and Frank K. Woodworth was elected secretary.

The list of members designated by the president to serve on the Executive Board will be published in an early issue.

### DRUACHEM CLUB ELECTS OFFICERS

The foundation for a new and permanent club in the drug, chemical, essential oil and allied trades, which will not compete with any organization now in existence, was securely laid on the evening of October 26 when about fifty men engaged in these trades enthusiastically voted at a reorganization banquet to support the Druachem Club.

About one year ago a few members of the allied trades inaugurated a plan for starting a club to assist in bringing various associates together to create greater friendships and to make business life more agreeable. The Druachem Club was formed. Little was done owing to business conditions. On account of the improved business situation it was deemed advisable to hold the reorganization meeting and banquet October 26.

After the dinner which was held in the club-rooms, 116 Fulton street, New York, every one present pledged support for the club; and as a result of this the present club rooms will be retained and will be refurbished and will be made unusually attractive to members. Luncheon will be served daily from 12 to 3 P. M.

W. D. Barry acted as toastmaster at the reorganization banquet. The speakers were George P. Huisking, president; Frank J. McDonough, first vice-president; H. Gordon MacKelcan, second vice-president; A. A. Wasserschheid, treasurer; James W. Bevans, secretary and counsel; A. D. Smack, chairman of the Board of Governors; and P. C. Magnus, E. C. Lewis, Joseph Huisking and W. D. Barry, members of the board.

Mr. MacKelcan, who, incidentally, found the desirable location for the club, called on all members to give the club their heartiest support. P. C. Magnus received considerable applause when he turned over a fair sized sum of money to the treasurer as a nucleus for a fund to provide for interior decoration, an open fire place and furniture.

An election day luncheon was held by the club on November 9.

### CHEMICAL SALESMEN'S THANKSGIVING

The Thanksgiving party of the Salesmen's Association of the American Chemical Industry was held at the Hotel Yates, New York City, on the evening of November 15. Covers were laid for about 250; and everyone enjoyed the good fellowship, the music, the turkey dinner and the excellent speeches which followed it. Burton T. Bush, president of the association, was toastmaster. The speakers



EDWIN SEFTON



GEO. P. HUISKING



included Williams Haynes, Pierre Cunisset, Fred J. Signer, Charles B. Hall, Theodore R. L. Loud and Saunders Norvell; chairman of the board of McKesson & Robbins, who was the principal speaker of the evening.

Mr. Loud paid a warm tribute to the work of William Weightman, Alexander Jones, Harry B. Rosengarten, Mitchell Rosengarten, Charles Pfizer, C. L. Williston and E. R. Squibb, who he declared were the giants who had built up the American chemical industry.

Mr. Norvell's address was full of homely philosophy. Some of his epigrams were: "Every baseball nine knows the best player." "Misunderstandings are due to lack of knowledge of the facts. Once men who differ have accurate facts they will agree." "When a man builds a high wall about himself he walls the other fellow out and walls himself in." He stressed the stability of organized society and pointed out that an established business is virtually a franchise.

Mr. Bush pointed out the opportunity that lays before the association for influencing legislation favorable to salesmen and made a strong plea for a bigger association with local chapters in all of the principal cities. A New York chapter was forthwith organized with the following officers: Chairman, Ralph E. Dorland; secretary, George Short, and treasurer, Louis Spencer Levy. P. C. Mangus was appointed chairman of the entertainment committee to provide for the Christmas dinner. The other members of the committee are M. J. Seeley, Louis Spencer Levy and Walter Goff.

#### NEW NON-ALCOHOLIC PATENT

Non-Alcoholic Flavoring or Perfumery Extract.—A recent U. S. A. patent (1,378,099) granted to Gustavus J. Esselen, jun., of Swampscott, Mass., assignor to D. & L. Slade Company, of Boston, has for object the production of a flavoring and perfumery extract having all the advantages but none of the disadvantages of an alcoholic extract. A mixture of certain of the esters of glycerin and acetic acid will permanently dissolve the necessary concentration of certain essential and terpeneless oils; the solution mixes readily with water in almost all proportions and with any greater turbidity than would a corresponding amount of alcoholic extract, and is without injurious effect upon the human system. The base for solution is a mixture of mono- and diacetins, a colorless liquid which, when properly purified, is substantially free from taste. In practice the essential oils of lemon, orange, bitter almond, peppermint and others are dissolved in this mixture, the proportion by volume of oil being from 1 to 5 per cent, according to the character of the oil. As is sometimes desirable in the case of lemon extract, a greater concentration of a terpeneless lemon oil may be employed, which is readily soluble in the base up to any desired concentration.

The base may be prepared by one of several methods, but the following is preferred: A mixture of 18 lbs. glycerin, 108 lbs. glacial acetic acid (99 per cent) and 0.18 lb. of sulphuric acid 66 degrees Bé are heated for about 1½ hours at 100-110 degrees C. About 1 lb. crystallized sodium acetate is then added to neutralize the sulphuric acid present. This mixture is allowed to stand, agitated at intervals, for approximately one hour, filtered, and the filtrate distilled at atmospheric pressure and the distillate collected up to a temperature of approximately 140 degrees C. The distillate collected up to this point is practically pure acetic, acid of about 87 per cent strength. After the col-

lection of the acetic acid has been completed, reduced pressure is then applied to the still, and substantially all of the distillate coming over is a mixture of mono and diacetins, which is a substantially colorless liquid admirably adapted to form a solvent base for essential oils. If it has a slightly bitter flavor, it may be purified by bone-black. This base is then mixed with the proper percentage of essential or terpeneless oil, or a mixture of both, and the resulting product is a permanent solution which mixes with water and is suitable in every way for use as a flavoring or perfumery extract.

#### SYNTHETIC ORGANIC CHEMICAL ASSOCIATION

(Continued from page 383)

The adjourned organization meeting of the Association was held Nov. 18 in the Pennsylvania Hotel, New York City. A large and representative attendance was present. During the meeting there were added to the membership by election 13 active members and one associate member.

W. S. Cashman of the Grasselli Chemical Co., Cleveland, Ohio, was elected a member of the Board of Governors, having been recommended by the Intermediate Section.

The Association is preparing the issuance of a pamphlet setting forth the address of Secretary Hoover which preceded the inaugural meeting in the city of Washington on October 28th, extracts from the Constitution, and a statement covering fully the objects and purposes of the Association.

The meeting adjourned to December 9th at 2 P. M., at the Hotel Pennsylvania, New York City.

The attached resolution was unanimously passed:

#### RESOLUTION.

WHEREAS it has been brought to the attention of this Association that it has been reported that the dyestuff manufacturers of the United States are opposed in the tariff legislation to what is known as the American Valuation Plan.

THEREFORE BE IT RESOLVED that the President be instructed to advise the National Manufacturers Association of the United States that it is the sense of this meeting of the Synthetic Organic Chemical Manufacturers Association, manufacturers in the United States of synthetic organic chemicals including dyestuffs, that the statement reported in the *New York Times* of November 18th as made by Mr. Wilbur F. Wakeman, Secretary of the American Protective Tariff League, at a meeting of manufacturers held at the Hotel Pennsylvania, November 17th, under the auspices of the National Association of Manufacturers of the United States, to the effect that the administrative feature of the Tariff Bill now under consideration by the Finance Committee of the United States Senate, providing for American valuation in the determination of ad valorem duties was opposed, among other influences, by "the domestic dye manufacturers' bloc" is *strongly resented*, and the Association desires that it be clearly understood that it is in *entire sympathy* with all measures necessary to encourage and adequately protect all American manufacturing industries, including the American Valuation Plan.

#### Gets Much Benefit from "The Perfumer"

(From Ideal Manufacturing Co., Manufacturers and Dealers in Toilet Specialties, 460 Elk St., Albany, N. Y.)

We receive very much benefit in reading your review and you are certainly to be congratulated in having such a fine trade magazine. It is very beautifully gotten up.



## TRADE-MARK AND UNFAIR COMPETITION DECISIONS

SMITH, KLINE & FRENCH CO. V. AMERICAN DRUGGISTS  
SYNDICATE

*U. S. Circuit Court of Appeals, Second Circuit*

The use by appellant of a trade-mark for aspirin consisting of a red parallelogram, displaying the name of the drug, with appellant's initials shown in a red half-circle above the center, does not infringe a trade-mark registered for the same goods by the appellee, consisting of a red band whereon the latter's initials are printed, the representation of the red box having been disclaimed as a part of the mark.

FISHER V. STAR CO.

*Court of Appeals of New York*

Where appellant had created two cartoon characters called "Mutt and Jeff" and had by publishing cartoons so designated for many years in various newspapers identified himself to the public generally as their sole author and originator, he gave to them a secondary or trade-mark meaning, and the rights therein subsequently obtained by the respondent through a contract with the appellant are not sufficient to deprive the latter of equitable protection in his property right in the characters after the expiration of the contract.

CARTER TRANSFER & STORAGE CO. V. CARTER, ET AL.

*Supreme Court of Nebraska*

Where an established business with a trade-name representing good-will comes into competition with a later rival with a name so similar and so displayed as to be liable to deceive the former's customers and the public, the denial of such a purpose has little weight in a suit to restrain unfair competition.

CHAS. H. ELLIOTT CO. V. SKILLKRAFTERS, INC., ET AL.

*Supreme Court of Pennsylvania*

The use by defendants of catalog designs, illustrations and trade descriptions closely similar to those used by the plaintiff, by whom several of the defendants' members were formerly employed, is unfair competition, and the decree of the lower court granting a permanent injunction should be affirmed, with modifications.

H. W. FISCHEL & SONS, V. DISTINCTIVE JEWELRY CO., ET AL.  
*New York Supreme Court, Appellate Div., First Dept.*

Appellants, by using on jewelry sold in competition with the respondent, the names "Silverin" and "Silverine" as trade-marks, and by incorporating as the "Distinctive Jewelry Company," were guilty of unfair competition with the latter, which, long prior to such acts of appellants, had adopted and used the word "Silverite" as a trademark on similar goods and had advertised them so widely under the phrase "Jewelry of Distinction" as to give it a secondary or trade-mark meaning, as indicating exclusively respondent's product. The decree of the lower court must, therefore, be affirmed, except as to the granting of damages to plaintiff, there being no evidence to warrant such finding.

### Decisions by the Commissioner of Patents

A trade-mark consisting of the words "American Ace," with labels displaying also an aeroplane, held to be so closely similar to a mark consisting of the word "Ace" above the representation of an aeroplane propeller, with two stars, the whole being surrounded by a rectangular border, as to be likely to cause confusion in the goods.

An application was filed to register the trade-mark "Havesome" for cocoa, the applicant claiming use since 1915. The opponent claimed use of "Drinksum" on coffee since 1915 and "Drinksome" on tea, cocoa and chocolate since 1906. The proof shows use prior to that of applicant. Coffee and cocoa are the same class of goods. (*Walter Baker & Co. v. Harrison*, 1909 C. D. 284.) The ideas are so similar that confusion is likely to arise, although

they are not alike in sound or appearance. There may be no actual confusion, when one is used on coffee and one on cocoa, but confusion would be likely if both were used on the same goods. The decision of the Examiner of Interferences dismissing the opposition is reversed.

An application was filed to register "Yellow River" as a trade-mark for a soft drink. Opposed by owner of the "Green River" trade-mark, which was previously used. The marks are likely to be confused and any doubt must be resolved in favor of the earlier user.

An application was filed to register "Snowcream" for a lard substitute. It was opposed on the ground of conflict with "Snowdrift," used for the same goods. The opposition was dismissed. "Snowdrift" and "Snowflake" have both been used before the use by the opponent. "Snow" is a common word, therefore, the suffix must distinguish the marks. If the trade can distinguish between "Snowflake" and "Snowdrift," it can also distinguish between "Snowdrift" and "Snowcream." Dismissal affirmed.

An application was made to register the trade-mark "Soapolin" for liquid soap. It was opposed on the ground of conflict with "Sapolio." The opposition was dismissed by the Examiner of Interferences. There is no claim of imitation of the package, wrapper, container or material. The case is not free from difficulty, but there is no such doubt as would justify sustaining the opposition. The word "Soap" is common property. The applicant's mark has been used since 1917 with no proof of confusion and no effort made to stop it, facts which indicate a lack of deceptive similarity.

An application was filed to register the trade-mark "Hava" for biscuits. It was opposed on the ground of conflict with "Unedea." It was contended that the words have the same meaning, though they are neither in sound nor appearance the same, and each conveys a suggestion to purchase. Precedents were relied upon of court decisions enjoining "Iwanta," "Eta," "Uwanta" and "Abetta," but these involved unfair competition in imitation of packages, wrappers and labels. Motion to dismiss was properly granted and is affirmed.

"Hold Shape" as a trade-mark for shoes is descriptive. The "Holeproof" Case (172 Fed. Rep. 859), can be distinguished. In that case, the word "Holeproof" was shown to have acquired a secondary meaning.

### TRADE-MARKS AND PATENTS IN GERMANY

*United States Patent Office Gazette*, Washington, Oct. 25, says regarding the extension of time for recognition of American patent rights: "The laws of Germany are recognized as affording to citizens of the United States privileges substantially reciprocal to the privileges accorded by the Nolan Act of March 3, 1921, and consequently the privileges specified in this act will be extended to citizens of Germany."

The Nolan Act was passed Mar. 3, 1921, and provided for an extension for a period of six months of priority rights for filing applications for patents for inventions and designs in those cases where these rights had not expired on Aug. 1, 1914, or where rights have arisen since that time. The extension applies to citizens of the United States or to subjects of all foreign countries which have extended, now extend, or which, within this period of six months shall extend substantially reciprocal rights to citizens of the United States. Such extension applies to applications which have been granted, as well as to applications pending or filed within this period of six months.

### Fills a Long Felt Want.

(From Meltz Mfg. Co., Baltimore, Md.)

We take this opportunity of stating that THE AMERICAN PERFUMER has filled a long felt want with us.



## COMPLEXION AND TALCUM POWDERS

By DR. F. A. MARSEK

(Concluded from Page 340, October, 1921.)

As far as the other ingredients for a high grade face powder are concerned, no doubt zinc oxide is the most important. A quantity varying from 15 to 25 per cent. is absolutely necessary to produce a powder which is sufficiently adhesive. Here also particular care must be taken to select a grade which does not possess any objectionable properties. For instance, fineness of the powder has to be looked for and this particularly is one property which is frequently lacking. A light fluffy zinc oxide deserves always preference to the heavy zinc oxide. Although it is the general opinion of the public that a heavy powder is better than a light powder, one need not fear that a light zinc oxide will make the powder too light. Talc is very heavy and so is china clay (kaolin). This will fully offset the lightness of the zinc oxide. The reason for the public giving preference to a heavy powder is more due to tradition than to judgment. It is possible to produce a fairly light face powder which has the desirable properties that the consumer is looking for in a heavy product.

One of the most important things in the production of face powders is the proper selection of the coloring materials to be used for the various shades.

The average powders on the market are in the following shades: White, flesh, pink and brunette. Many of the powders, however, have two to three different shades of the flesh, pink and brunette.

For producing the flesh shade usually aniline colors are used. To mention all of the aniline colors suitable for the purpose would make a very long list. Any reliable color house is able to furnish them, and therefore the reader is referred to these sources for information on this point. The best color is produced from so-called pink shades. In solution the pink aniline dyes produce something like a fluorescence showing pink or yellow if looked upon at different angles to the light. The same color may be used for pink face powder, merely by making it a deeper shade.

The manner in which the color is used is the following: The dry aniline color is made into a solution of considerable concentration, with alcohol of from 25 to 50 per cent. strength, or plain water may be used. This solution is then rubbed up with either magnesia or chalk. In small quantities an ordinary mortar will do, while in large quantities a hand or power mixer is necessary. This concentrated powder-color should be made as strong as possible. To give here the proportions to be used is inexpedient, as this will depend entirely upon the strength of the solution, and the latter again depends upon the strength and solubility of the aniline color.

The powdered color base, produced as described above, is then thoroughly dried and ready for use.

However, most shades of aniline dyes will produce a shade of face powder which is of too purple a tint. To offset this a small amount of yellow or brown must be added.

Of course this yellow or brown can be produced in the same manner as is described above by using a yellow or brown aniline color. This rather complicated process can be entirely eliminated by using such dry colors as yellow ochre, burnt or raw sienna, or burnt umber, which can be

obtained in any paint store. These colors, as a rule, do not contain any lead, and therefore, if they are in the form of a very fine powder, constitute an ideal coloring material for face powders. They are usually very powerful and therefore very little is required to produce the proper shade.

If the manufacturer is desirous of producing more than one shade of flesh-colored face powder he can readily vary his shades by using different ingredients of the above mentioned colors or using more or less of them.

For brunette shades the same colors are used as for the flesh, excepting the pink. Of course larger quantities are necessary. The basic color should be produced by means of the sienna, the umber as well as the ochre being used for giving life to the shade. The ochre especially gives very good satisfaction for this purpose. Without it colors usually appear lifeless and therefore not attractive. Proportions also cannot be given here, as the shades desired vary greatly and the colors are not always of the same strength.

It is of the greatest importance to sift the powder well after the colors have been mixed in. It is a very serious fault in a face powder if the colors should streak because they are not thoroughly mixed. The simplest test to determine whether the colors are uniformly mixed with the powder and sufficiently sifted is to put a small amount of the powder on a sheet of white paper and draw a spatula flat over the powder, exerting strong pressure. If the colors are not well mixed streaks will show readily.

As for the perfuming of powders, the best method is to produce a concentrated powdered perfume and mix the same in with the powder afterward. The concentrated powdered perfume is produced by macerating a sufficient amount of magnesium carbonate with the perfume concentrate, which latter should contain no alcohol, or very little alcohol. Sufficient magnesia has to be used to form a dry powder. In small quantities a mortar is suitable for the mixing, while in larger quantities a mixing machine should be employed to assure a thorough mixture of the perfume concentrate and the magnesia. The reason why magnesia is recommended for the purpose is that this powder has the property of holding the perfume far better than any of the other powder ingredients. And, furthermore, magnesia being very light and fluffy, it will assure a better distribution of the powdered perfume concentrate with other powders. A small addition of a light chalk to this powdered concentrate is of considerable advantage. Not that the chalk itself helps in any way holding the perfume, but this powder has the property of not "dusting" as much as the other powders do. It will also reduce the dustiness of the magnesia holding the perfume, and thus a considerable amount of the perfume can be saved which otherwise would blow away when put into the sieve.

Frequently powdered orris root is used for mixing the perfume. This practice is not recommended except where violet perfumed powders are produced. The orris root, being a vegetable product, is firstly more subject to deterioration; secondly, it has an odor of its own and therefore will not blend with every type of odor, and finally it is not as fine a powder as, for instance, magnesia, and is not as light and fluffy, therefore not assuring as good a distribution as would the magnesia. So far as the holding of the perfume is concerned, magnesia answers equally well



in this respect as orris root, and thus there is actually not a single advantage in using the latter. It merely is one of the old-fashioned habits of manufacturers to which they cling more for sentimental than any other reasons.

There is a further advantage in making up a powdered perfume concentrate and that is the fact that it can be more easily aged, it being less bulky than the finished powder. But the fact that the powdered perfume concentrate is aged does not in the least do away with the necessity of aging the finished powder. It will materially improve the odor of the powder if the liquid perfume concentrate has been aged to allow the oils to blend perfectly. Then the powdered perfume concentrate should be allowed to stand for as long a period of time as possible to give the magnesia an opportunity to thoroughly take up the perfume, and finally the finished powder should be allowed to stand in bulk for some time for the same reason.

We all know that perfumes change sometimes to a very radical extent upon age, and that with a very few exceptions they improve materially. The same is true of powders and much more so than with perfumes. Many a finished powder changes its odor character after as long as six months to a year beyond recognition if compared with the fresh powder. Oxidation has a great deal to do with this change, and therefore it is evident that the aging in bulk is of much greater advantage than the mere aging in the finished package, which is oftentimes almost hermetically sealed. Here the same principle applies again as with perfumes which age much better and in a shorter time in bulk than they do in the finished bottle in which oxidation can take place only very slowly and far less completely. Of course, the time required for aging is again dependent upon the character of the perfume. While bouquet odors cannot be aged too long to improve sufficiently, flower odors do not require as long a time for aging, and in some cases even become worse after a certain time. For this reason and the fact that it is very difficult to actually reproduce the fine perfume of a flower in a powder and yet give it sufficient strength, flower odors for complexion as well as talcum powders are not extremely popular and actually are not recommended. It is an established fact that most all of the good selling powders are bouquet odors, and those which are flower odors very seldom reproduce the fine perfume of the flower of which it supposedly carries the odor and for which they are named.

In regard to talcum powders there is very little to say. The quality of the talc used in the manufacture is of course one of the most important factors. Enough about this has been said before in the discussion of face powders, and the same holds true of talcum powders.

As far as the perfuming of talcum powders is concerned, the same is true also of face powders. The perfume should not be mixed directly into the talcum, but a powdered concentrate should be made with magnesia. The latter product in talcum powders has the further advantage of giving it a sort of a velvety appearance and greater fluffiness. It generally improves the texture of the powder, besides being of great advantage as far as the perfume itself is concerned.

One remark, I believe, is well in place, that the manufacturer should beware of moisture in his talc to any excessive extent. Very frequently talcum powders are found with a musty odor. This is usually due to excessive moisture in the talc, which produces after a certain period of time this characteristic and thus spoils oftentimes an otherwise well perfumed talcum.

The addition of boric acid to talcum powders as an antiseptic I consider of doubtful value. Although here again I veto a traditional practice, and thus this opinion may conflict with that of the old type manufacturer. However, my reasons for this assertion are the following: Boric acid cannot be added to the powder in any greater quantity than at the most 2 to 3 per cent, if it is not to have a bad influence upon the texture of the talcum powder. The question arises if boric acid strong enough as an antiseptic would have any anti-germicidal action if used in so minute a quantity, considering the small amount of talcum used at one application. The reader may answer this question for himself and think of the fact that many an ingredient in cosmetic preparations, be they powders, creams, or other articles, look very good in an advertisement or on the label when the ingredient is not always actually present in sufficient quantity to have any therapeutic or antiseptic value whatsoever.

For the reader who somewhat sceptically looks upon the criticism of this old established habit of "borating" talcum powders, it will be a good lesson to take all the well-known talcums on the market and determine for himself how many of them contain any boric acid.

In this connection of course I am not alluding to the so-called baby powders. They usually contain a larger amount of boric acids. In mentioning baby powders one suggestion may be of value in connection with the manufacture of them. Firstly, it is an advantage from a therapeutic standpoint to add some very fine rice starch and a little zinc oxide of the purest quality to the talcum. And, secondly, in the production of baby powders the maker should bear in mind that babies have little appreciation of perfume, and mothers do not use the talcum on their babies as much to perfume the baby as for quite different therapeutic reasons. Therefore the less perfume the more popular the powder with many mothers.

Finally, in regard to colored talcum powders, the same is true that has been said about colored face powders. The processes employed in producing the color shades are the same as in face powders, so that whatever could be said here on this subject would be repetition. In general colored talcums never have been very popular and are disappearing gradually. They are a bother to the manufacturer and of little advantage to the user.

#### GERMAN PERFUMERY IN JAPAN

German perfumers are complaining because the Japanese are placing a much higher Customs duty on German perfumes than they do on French and English scents. As a result German products are so expensive that they are unsalable in the Land of the Mikado. In reply to this the Japanese say that undoubtedly Germany has to pay more duty than France, England, and other countries, which enjoy "most-favored-nation" treatment, but that, in spite of this, it must not be overlooked that in Japan, as in many other lands, German perfumes already found it very difficult to compete with old French and English brands, even in pre-war days. Thus in 1913 the imports of German perfumes into Japan under the old low duty only amounted to 14,000 Yen, while France took 166,000, and England 88,000 Yen. As a proof of its being "quality" and not duties which affects imports, the case may be quoted of China, where, although all perfumes, irrespective of origin, only pay 5 per cent. ad valorem, German perfumes, says a German paper, cannot compete with those of England, France, and America. The reason why German perfumes do not sell is because they are too dear, even under ordinary duties; if German perfumers want to do trade with Japan they are advised to cut their prices considerably.



# NOVEMBER REPORT ON GRASSE FLORAL PRODUCTS

(From Our Own Correspondent)

## Orange and Rose

GRASSE, France, November 1.—There is nothing special to point out with regard to these two products. There has been a constant and normal volume of business in them since last May at fixed prices, Neroli being the only one which does not meet with a ready sale.

## Jasmin

The lack of rain permitted the gathering of the flowers to be prolonged to the end of October, and this will, to a certain extent, admit of making up the deficiency of the two preceding months due to the damage caused the plants by the worm which devoured one-eighth of the flowers.

Nevertheless, the harvest which has just been finished is below the normal, and it is certain that the prices which have prevailed this year will not decline any further, inasmuch as the cost of cultivation, the price of fertilizers, and the dearness of labor, are such as not to admit of any lower prices for the jasmin flowers.

A resumption of business seems to be observable and some important orders are being received by the manufacturing houses of Grasse. Certain it is that the quantities of products that are being manufactured this year and the stocks remaining over from last year, will find a rapid sale in Europe and in America after the adoption of the new American tariff.

## Tuberose

By reason of the great drouth which has prevailed since the beginning of the Summer, the tuberose plants have not had a normal growth. The greater part of the bulbs have not produced rods of flowers, and the remainder have yielded but poorly. The tuberose products will be held at high prices, as the present stocks are insignificant and the demand is pretty firm.

## Cassie

The trees are now beginning to blossom; unfortunately at least one-half of them were destroyed by the freezes of last winter. As it takes many years for them to reach the producing stage, there will be a crop deficiency for four or five years.

## Mignonette

The harvest is now ended. It has been a normal one, but the demand for the article is very light.

## Violets

The harvest of the Parma and Victoria violets will begin in about a month. One can foresee a very light harvest of the first-mentioned, inasmuch as the cultivation of this variety was given up entirely during the war, and has not been resumed.

As regards the Victoria violets,—the importance of the crop cannot be foreseen, as this plant is subject to the atmospheric conditions.

## Lavender and Aspic

Since our last report was made there has been a slight resumption in transactions concerning Lavender oils. Some very important purchases have been made by the Commissionnaires en Essences des Alpes by some French perfumery concerns, and finally by one or two French intermediaries who buy for concerns in Germany that were in the market before the war, and which have every interest in boosting prices.

The extra prime grades are now beginning to run low, and the quantities that remain, even though they are rather important, assuredly will be sold within a few months from now.

A rise of 5 francs per kilogram has occurred within a month and many of the distillers no longer care to do business at the present market prices,—this by reason of the rise that has occurred in all of the oils used in soap making.

The essence of Aspic of Spain still brings a very high price, and the European buyers prefer the Aspic of France, which is considerably superior in quality, and which is

sold at a very interesting price in comparison with the foreign essence.

## Rosemary, Thyme and Sage

The French essences are being maintained, as the stocks are insignificant. The market prices are interesting in comparison with those of the foreign essences, which are considerably inferior, principally as regards perfume.

## Algerian Geranium

By reason of the numerous demands and the very low stocks of this essence, it has had a sustained and very great rise for several months. The last distillation showed a deficiency, and as there will not be a fresh cutting before the month of May, 1922, one must be prepared for very high prices.

The essence produced at the last distillation brought as much as 170 francs per kilogram in the market; and the buyers run the risk of not being able to get any of it at this figure in a few months.

## Bourbon Geranium

Quite an appreciable rise has likewise occurred in the geranium essence of the Reunion. The stocks in Europe are non-existent, and the few thousand kilograms that reach Marseilles every two months are quickly disposed of at very high prices.

## Palmarosa

The market prices continue very high. The stocks in Europe are insignificant and the price for the essence at the place of origin is now no lower than the figure asked for that which is available in Europe.

## Grasse Geranium

In consequence of the great drouth, the output in essence has been satisfactory, and the market price of this essence has also declined appreciably. The quantities of essences which have been distilled will be quickly disposed of by reason of the dearness of the foreign geranium essences, the qualities of which are quite noticeably inferior to those of the Grasse Essence of Geranium, which is so highly esteemed for the manufacture of fine soap and in the making of perfumes.

## Summary

The market in general is not so dull as it was a month ago. Transactions have not yet reached the intensive stage, as the buyers hesitate to lay in supplies at present prices; nevertheless, a good volume of business is being established, and it is certain that within one or two months transactions will be carried on in a very satisfactory manner.

The present political situation has the result of paralyzing transactions to a certain extent, inasmuch as it contributes to chance fluctuations which are always embarrassing to commerce; but the negotiations which are now going on in America between the representatives of the Allied Nations will assuredly bring about such results as will restore world-wide confidence and superinduce a general resumption of business.

As regards the prices of all perfumery products, one should not look forward to any reduction in the articles produced in Grasse. The business stagnation which has prevailed for many months has resulted in the market prices were to go still lower, for the cultivation of garden could no longer be carried on at a lower level; and the flower growers would assuredly pull up the plants if the prices were to go still lower, for the cultivation of garden vegetables is a very remunerative occupation for the Grasse region—also that of cultivating flowers for bouquets, as well as ornamental plants.

## Would Not Be Without "The Perfumer"

(From Joseph Kane, Sydney, Australia)

Enclosed please find money order for \$3. Your journal is of great interest to me and I would not be without it.





# Flavoring Extract Section

## OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

President Heekin, Chairman Bond, of the Legislative Committee and other officers of the Flavoring Extract Manufacturers Association of the United States have kept up their strenuous efforts to protect the interests of the industry. That means that the interests of the members are protected, together with those of a few firms that are not now members, but which miss important information through not being in the association. The board of officers would like to see the industry 100 per cent in the association. It is very nearly there now and the outstanding firms ought to realize that the additional benefits which would flow to them through taking out memberships would be worth while.

One of the saddest duties the officers have been called upon to do was to issue the announcement of the death of Thomas E. Lannen, attorney of the association and the friend of every member. The bulletin gives a complete biography of Mr. Lannen and records these resolutions:

*Resolved*, That his memory will be for us an inspiration for service, loyalty and high ideals, and that we extend in behalf of our Association, to his family and friends, our deepest sympathy and mourn with them in their great bereavement; and be it further

*Resolved*, That this memorial be inscribed upon the records of our Association, and that a copy be sent to his family as an expression of our sympathy and of the high esteem in which we held him.

The bulletin was signed by Robert E. Heekin, president; George C. Davis, secretary, and Richard H. Bond, Frank L. Beggs, Gordon M. Day, committee.

In the face of the serious loss the association has sustained in the death of Mr. Lannen it seems providential that his close associate and law partner, Thomas J. Hickey, should be available to carry on the work that Mr. Lannen did for the association with such fidelity and consummate success.

Circular No. 122 gives an official interpretation of Prohibition Mimeograph 205 and calls attention to the provisions of the slack filled package law in Nebraska.

### NO TRIFLING WITH THE DRY ENFORCERS

Circular No. 123 sounds a timely warning to manufacturers not to try to evade prohibition rulings. It makes no difference what may be thought of the right or justice of the regulation, but for the benefit of all in the industry these edicts must be obeyed. The circular says in part:

"It has come to the notice of the officers of the association that a certain manufacturing concern has sent broadcast to the flavoring extract trade a circular offering a tasteless ester that can be used by flavoring extract manufacturers

in making up the seven imitation flavors mentioned in *Pro. Mimeo*, 205.

"This firm comments on the fact that in using this tasteless ester the manufacturers can comply with the requirements of *Pro. Mimeo*, 205 as to 5% of ethers or esters, and at the same time not increase the flavoring content of the product.

"We believe that any flavoring extract manufacturer who would use this so-called tasteless ester with the idea of 'beating the devil around the bush' would be violating the spirit of the Prohibition Department ruling covering these particular flavors.

"We wish to sound a warning to our membership on this matter, because if the manufacturers attempt to evade the law and regulation by any shift of this kind, the chances are that the Prohibition Department will issue more drastic regulations and thus heap more hardships upon the innocent manufacturer who is trying in good faith to comply with the law."

## FIGHT TO BEAT THE ALCOHOL TAX RISE

Chairman Bond, of the Legislative Committee of the Flavoring Extract Manufacturers' Association, has made a wonderfully valiant fight in Congress to prevent the adoption of higher tax rates for alcohol used in the industry, as well as in other directions. On November 1 Mr. Bond issued a bulletin giving the text of the distilled spirits section of the revenue bill as it passed the House and as it was amended in the Senate. These extracts from his bulletin are pertinent and interesting:

"Last night, at about nine o'clock, the United States Senate passed the McKellar amendment to the distilled spirits section of the Revenue Bill, and this marked the winning in the Senate of the fight which we and other industries have made against the imposition of prohibitive taxes and drastic regulations upon non-beverage alcohol used in the industries.

"This has been the hardest-fought legislative battle your committee has ever engaged in and at first it seemed a hopeless one. Users of non-beverage alcohol have good reason to congratulate themselves upon the outcome of the matter up to the present time.

"If either the Senate or the House provision is adopted by the House and Senate conferees we will have finally won our fight, and since the power of the Conference Committee to alter or change bills is limited to ironing out differences between bills as they come from the Senate and House, I do not see how, in the final analysis, we can lose out, although we are not yet entirely out of the woods and must keep a sharp lookout on what the Conference Committee does.

"It is useless to detail the story of the fight,—that must be left to your imagination. All of the industries using non-beverage alcohol were represented at one time or another in Washington. Several of us were on the ground all the time and as previously advised, your committee was made chairman of the conferences of the industries using non-beverage alcohol, and takes this occasion to record with the membership his appreciation of the loyal co-operation which the industries rendered each other in this the most important fight that was ever waged on the alcohol and distilled spirits question; also to express his grateful appreciation of the splendid help which the members of our own organization have rendered."



# NATIONAL MANUFACTURERS OF SODA WATER FLAVORS

Sixteenth Annual Convention, St. Louis, October 24, 25, 1921.

OFFICERS OF THE N. M. S. W. F. FOR 1921-22.

President—HARRY WHITTLE, of Whittle & Mutch, Philadelphia, Pa.

Vice-President—W. S. BICKFORD, Crescent City Carbonate Co., New Orleans, La.

Treasurer—H. E. HARRISON, Liquid Carbonic Co., Chicago.

Secretary and Attorney—THOMAS J. HICKEY, Chicago.

Directors—The above officers and D. W. HUTCHINSON, of Chicago; CHARLES O'CONNOR, of Philadelphia; H. C. SCHRANCK, of Milwaukee; W. F. MEYER, of St. Louis; G. J. HURTY, of Indianapolis.

The sixteenth annual convention of the National Manufacturers of Soda Water Flavors was held in the Missouri Athletic Club, St. Louis, October 24 and 25. While the business transacted was of considerable importance, death and illness served to make the members more than ordinarily serious. The retiring president, C. O. Sethness, of Chicago, was unable to be present, having been called to Florida by the death of his only daughter. The secretary of the association, Thomas E. Lannen, had passed away since the previous meeting and illness in the family of the

W. H. Hutchinson & Son, Chicago, Ill.

Represented by D. W. Hutchinson.

Ladwig-Schlueter Co., Milwaukee, Wis.

Represented by Wm. E. Koge.

Lehman-Rosenfeld Co., Cincinnati, Ohio.

Represented by Alvin J. Lehman.

Liquid Carbonic Co., Chicago, Ill.

Represented by E. D. Sachs and C. Helgeson.

Henry Magnus, Chicago, Ill.

Represented by Henry Magnus.

Monarch Mfg. Co., Atlanta, Ga.

Represented by Thos. M. Murphy.

National Fruit Flavor Co., New Orleans, La.

Represented by V. Brown.

Sethness Company, Chicago, Ill.

Represented by J. Devos and H. E. Allen.

Theonett & Co., Inc., Chicago, Ill.

Represented by W. H. Gast.

Tropical Fruit Juice Co., Chicago, Ill.

Represented by W. W. Hogle.

S. Twitchell Co., Philadelphia, Pa.

Represented by Chas. O'Connor.

Warner-Jenkinson Co., St. Louis, Mo.

Represented by W. F. Meyer.

West India Mfg. Co., St. Louis, Mo.

Represented by Robt. Heinrichshofen.

Whittle & Mutch, Philadelphia, Pa.

Represented by Harry Whittle.



HARRY WHITTLE  
President



W. S. BICKFORD  
Vice-President



H. E. HARRISON  
Treasurer



THOS. J. HICKEY  
Attorney

vice-president, H. C. Schranck, of Milwaukee, made it impossible for him to attend. In the circumstances, W. F. Meyer, of St. Louis, was chosen chairman of the convention and Thomas J. Hickey, Mr. Lannen's partner, officiated as secretary.

The following firms were represented on roll call:

The E. Berghausen Chemical Co., Cincinnati, Ohio.

Represented by Henry Kassens.

Coca Cola Company, Atlanta, Ga.

Represented by W. P. Heath.

Coca Cola Company, Baltimore, Md.

Represented by Samuel Willard.

Coca Cola Company, New York.

Represented by Chas. E. Culpeper.

Crescent City Carbonate Co., New Orleans, La.

Represented by W. S. Bickford.

Downey-Turnquist & Co., Chicago, Ill.

Represented by C. E. Downey.

Globe Extract Co., Chicago, Ill.

Represented by Peter E. Barnett.

Hurty-Peck & Co., Indianapolis, Ind.

Represented by G. J. Hurty.

Thomas J. Hickey, Chicago, Ill.

Represented by Attorney and Secretary.

Many interesting subjects were discussed by the members present and a general exchange of ideas and suggestions took place. Among other things it was suggested that any member of the association who might encounter trouble on his products in any of the states should either refer the matter to the secretary for adjustment, or in any event, should notify the secretary of the nature of the trouble and the outcome of same, so that the secretary might be possessed of general information which would be of service in like cases arising on the products of other members of the association. This suggestion was approved.

Chairman Meyer arranged with the Missouri Athletic Club to serve luncheon to all of the members attending the convention. This luncheon was served in a private dining room and was greatly enjoyed.

The secretary read the minutes of the special meeting of the association held at Washington, D. C., on October 11 and 12, 1921. Some of the members favored selecting Washington as the regular place for holding the association's conventions, but the subject was passed on to the directors to be decided in the usual way.

The proposal to establish a credit system was discussed and the present Credit Committee was continued for another year. C. O. Sethness, chairman of the Credit Committee, was requested to formulate his ideas of a workable



credit system and have it sent out to all members of the association for consideration.

The secretary reported that the Globe Extract Co. of Chicago, Ill., had been admitted to membership.

#### REPORT OF THE RESOLUTIONS COMMITTEE.

The chairman appointed a Resolutions committee consisting of G. J. Hurty, D. W. Hutchinson and Thomas J. Hickey, which reported the following resolutions, which were adopted unanimously:

*Resolved*, That the National Manufacturers of Soda Water Flavors go on record as opposed to any excess profits tax and as opposed to an exorbitant corporation tax.

*Resolved*, That we are in favor of a Sales Tax.

*Resolved*, That the National Manufacturers of Soda Water Flavors go on record as being opposed to any violation of the Prohibition Law whether said violation be by direct means or indirectly through any shift or device to evade the law; and be it further

*Resolved*, That the association do all in its power to see to it that its members comply with the spirit and letter of the Prohibition Laws, and that we investigate applicants for membership in our association, with special reference to their observation of the Prohibition Laws, and that we co-operate with the prohibition officials in every way in our power to the end that we may maintain the high standing of our organization with the prohibition unit.

*Whereas*, it has been reported in the public press that the meat packers are about to petition the Attorney General of the United States to open up and amend the Consent Decree entered in the Supreme Court of the District of Columbia on Feb. 27, 1920, whereby the packers agreed to confine their efforts to the handling of meat and meat products; therefore be it

*Resolved*, That we hereby go on record as unalterably opposed to any change or modification of said decree.

*Resolved*, That we extend our thanks to the National Confectioners' Association, The Flavoring Extract Manufacturers' Association, and to R. H. Bond, chairman of the Legislative Committee of the Flavoring Extract Manufacturers' Association, and to other associations who have directly or indirectly assisted us and co-operated with us during the past year in legislative matters and other vital problems confronting our industry.

*Resolved*, That we extend to W. F. Meyer, our sincere thanks for arranging for headquarters for our convention and for the splendid way in which he has provided for our convenience and comfort during the convention.

*Resolved*, That the sincere thanks of the National Manufacturers Association of Soda Water Flavors be extended to the trade press for the publicity given to our work during the last year and for the splendid manner in which all of the trade papers have co-operated with us in giving publicity to information sent out by us relative to objectionable legislation and other important matters, which could not have been readily circulated without the aid of the trade press; and be it further

*Resolved*, That we ask the same co-operation from the trade papers during the coming year.

Another resolution thanked the Mission Athletic Club for its courtesies to the members of the association.

#### IN MEMORIAM FOR THOSE WHO HAVE DEPARTED.

Deaths during the year called for resolutions, which were adopted and ordered sent to the bereaved survivors.

Thomas E. Lannen's demise called forth the sorrow that was felt for the death of an officer who had become endeared to the members "as a friend, adviser and loyal champion of our interests."

For Samuel H. Mutch, long, unselfishly devoted to the association's welfare, the resolution expressed "gratitude to the memory of one who helped and encouraged us by his example and gave to us the benefit of his wise counsel in the conduct of the affairs of our organization."

On the death of President Sethness' daughter the resolution joined with him in the dark hour of his bereavement.

#### NOMINATION AND ELECTION OF OFFICERS.

Chairman Meyer appointed Samuel Willard, Henry Magnus and Henry Kassens as the committee on nominations for new officers of the association. The committee later made a report selecting the officers.

The new president, Mr. Whittle, took the chair and delivered a short address, which was very appropriate and which was well received by the members.

The new vice-president, Mr. Bickford, was called upon for remarks and made a brief response in which he thanked the convention for the honor bestowed upon him.

#### THE ASSOCIATION'S OCTOBER WASHINGTON MEETING.

The special meeting of the association held in the Raleigh Hotel, Washington, October 11 and 12, was reported briefly in THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW for October. Following is the text of the resolutions adopted on alcohol taxation:

*Resolved*, That we protest against any increase in the tax on alcohol used in the manufacture of flavoring extracts; and

*Resolved*, That we are unalterably opposed to the proposition of requiring the payment of a tax of \$6.40 per gallon on alcohol, with the privilege of applying for a refund of \$4.20 upon proof that the alcohol was used in the manufacture of flavoring extract, because this method would result in the manufacturer passing the \$6.40 tax on, thereby causing an increase of more than 100% to the ultimate consumer, whereas when the refund is made it will go to the manufacturer and not to the consumer; and

*Resolved*, That we are in favor of allowing the alcohol tax to remain as provided in the tax bill, as it passed the House, with the insertion of the word "intoxicating" before the word "beverage;" and

*Resolved*, That a copy of these resolutions be sent to each Senator and Congressman at Washington, D. C.

The meeting appointed the following committee, of which G. J. Hurty was chairman, and Thomas J. Hickey a member as acting secretary and attorney, to visit the prohibition bureau in relation to the rulings in Mimeograph 205, the result being that a ruling was made that the mimeograph did not apply to soda water flavors.

Jacob House & Sons, by F. H. House.

W. J. Bush & Co., by C. Blair Leighton.

C. F. Sauer Co., C. F. Sauer, Sr., and A. H. Saunders.

W. H. Hutchinson & Son, by D. W. Hutchinson

Theonett & Co., by Jacob Netter.

E. Berghausen Chemical Co., by Alfred Berghausen.

Monarch Mfg. Co., by Thos. M. Murphy.

Blue Seal Supply Co., by James W. Humphreys.

Coca Cola Co., by S. L. Willard.

Whittle & Mutch, by Harry Whittle.

S. Twitchell Co., by Harry R. Hess.

Liquid Carbonic Co., by Edw. D. Sachs.

Hurty-Peck & Co., by G. J. Hurty.

Association members also did considerable missionary work, visiting Senators McCormick and Calder and calling on their own Senators and Representatives. They established close touch with the situation.

#### Bottlers of Carbonated Beverages

At its third annual meeting held in St. Louis, October 26 to 28, the American Association of Bottlers of Carbonated Beverages protested against the imposition of any special taxes whatever on the soft drink industry or on any such ingredients as are necessary to the manufacture of soft drinks, and declared such action to be discriminatory and altogether unfair and unjust. An appeal was addressed to Congress setting forth that the association did not concede the fairness of singling out its industry for the imposition of special State and Federal taxes. The opinion was expressed that carbonated beverages should not be taxed differently from cereal beverages.

Officers were elected as follows: President, C. V. Rainwater, Atlanta, Ga.; vice-president, G. C. Bedgood, Richmond, Va.; treasurer, R. L. Ellis, Asheville, N. C.; members of Executive Committee, James Vernon, Detroit; L. G. Harbel, Madison, Wis.; H. J. McMecken, Boston; A. B. Freeman, New Orleans, and G. N. Cox, St. Louis.



## OFFICIAL RULING ON PRO. MIM. 205

Prohibition Commissioner Haynes has issued, under date of October 18, the following official interpretation of Prohibition Mimeograph 205, that will interest all readers of this department:

"Reference is made to Prohibition Mimeograph 205, which pertains to standards of flavoring extracts which are manufactured with non-beverage alcohol.

"You are advised that the standards as outlined in this Mimeograph apply to extracts which are manufactured and sold for household purposes, or directly to the consumer. The limitations would not apply to manufacturers of extracts for use in the preparation of soda water flavors or fountain syrups, or in any other manufactured article.

"This letter is to correct a statement which had been circulated among the members of the National Manufacturers of Soda Water Flavors and the Flavoring Extract Manufacturers' Association, and bottlers of soda waters, to the effect that all artificial extracts must be made on a 5% ether or ester basis irrespective of the use for which they were intended.

"You are authorized to transmit this information to the members of your Associations so that they may be guided in the preparation of formulæ which are to be considered by this department."

This ruling does not change or modify Pro. Mimeo. 205, in so far as household or culinary flavors are concerned. It simply exempts from the operation of Pro. Mimeo. 205, manufacturers of extracts for use in the preparation of Soda Water Flavors or Fountain Syrups, or in any other manufactured article. The exemptions above mentioned do not apply to shelf goods.

## NEBRASKA'S SLACK FILLED LAW

The Flavoring Extract Association of the United States has issued the following about a new Nebraska law:

"At the 1921 session of the Nebraska Legislature the general food law of the State was amended. These amendments are printed in italics in the two following paragraphs taken from the Nebraska law:

"If it be labeled or branded so as to deceive or mislead the purchaser or purport to be a foreign product when not so, or if the contents of the package as originally put up shall have been removed in whole or in part and the other contents shall have been placed in such package, or if it fails to bear a statement, on the label, of the quantity or proportion of any alcohol in excess of one-half of 1 per cent; or if it be in a container so made, formed, or shaped as likely to deceive or mislead the purchaser as to quantity, quality, size, kind or origin of the food therein.

"If in package form and irrespective of whether or not the quantity of the contents be plainly and legibly stated on the outside of the package in terms of weight, measure or numerical count, if package be not filled with the food it purports to contain.

"You will note that the above amendments correspond very closely to the original provisions of the notorious Haugen bill, which is now pending in the United States Congress.

"It is very unfortunate that the Nebraska law was amended as above indicated because it is apt to result in endless trouble for the panel bottle users. Our association has from the very beginning made a most valiant fight against the Haugen bill in Congress. The details of this fight on the Haugen bill have been set forth in previous bulletins sent out to the membership and need not be represented here."

## Coca Cola Resumes Dividends, Cuts Prices

The directors of the Coca Cola Company have declared a dividend of \$1 a share on the common stock, payable December 1 to stock of record November 15. The last payment on the issue was \$1 a share on July 15, 1920. After the meeting it was said there would be a substantial reduction in the cost of syrup from Nov. 1 to the trade all over the world.

## ESSENTIAL OIL LABELS IN NEW ZEALAND

The Regulations relating to the standard and methods of labelling various kinds of essences offered for sale in New Zealand have been amended by an Order in Council operative from August 1. Terpeneless essence of lemon must be prepared by dissolving terpeneless oil of lemon in dilute alcohol, or in water, or in both; it must contain not less than four-tenths per cent. by weight of citral derived from oil of lemon. Vanilla essence must contain not less than 60 per cent by volume of alcohol. It must contain in 100 c.c. the soluble matter from not less than 10 gm. of vanilla bean, and contain not less than one-tenth per cent of natural vanilla. It may contain sugar or glycerine. Every package containing, wholly or in part, a substitute must be labelled, in bold-faced sans-serif capital letters of larger size than any other printed matter on the label, with the words "Imitation Vanilla" or "Imitation Vanilla Essence." The word "Vanilla" must not be used alone.

## Candy, Flavoring Extract and Perfume Ruling

The United States General Appraisers recently handed down this decision:

No. 44490.—*Candy—Breath Perfumes*.—Small spherical objects with a pink coating and a sweet taste, returned by the appraiser as candy made for the purpose of perfuming the breath, and classified as candy at 25 per cent ad valorem under paragraph 180, tariff act of 1913, are claimed dutiable as nonenumerated manufactured articles at 15 per cent under paragraph 385.

Opinion by Waite, G. A. From the evidence it was found that the ingredients of this commodity are sugar, licorice, flavoring extract, and a little charcoal, with a coating, about 74 per cent of the ingredients consisting of sugar. On the authority of Abstract 26713 (T. D. 31899) and Abstract 31038 (T. D. 33088), relating to violet pastilles and cachous, the protest was overruled and the breath confections in question were held properly classified as candy under paragraph 180.

## Grape Seed Oil Possibly a New Food

Now uses for the seeds of the grapes used in the manufacture of grape juice have been found. They may be employed profitably as a source of an oil which can be utilized as a food and as a dressing for salads. This announcement is made by Frank Rabak of the Bureau of Plant Industry of the Department of Agriculture, in a bulletin of the American Chemical Society. The expert says that the oil obtained from the seeds by pressure, after being bleached and refined, is of a pale straw color and a bland, sweetish, nut-like taste and practically odorless. On account of the ease of refining grape seed oil, the chemist thinks that it should find its most important commercial use at the table just as the oil of the olive is employed.

## August Exports of Flavoring Extracts

Exports of flavoring extracts from the port of New York were as follows: To Germany, \$30; England, \$6,183; Bermuda, \$610; Canada, \$51; Costa Rica, \$302; Guatemala, \$73; Honduras, \$80; Panama, \$1,401; Salvador, \$250; Mexico, \$1,987; Newfoundland, \$95; Barbados, \$92; Jamaica, \$344; Trinidad, \$119; other British West Indies, \$340; Cuba, \$1,603; Danish West Indies, \$350; Dutch West Indies, \$75; Haiti, \$730; Santo Domingo, \$212; Argentina, \$2,010; Bolivia, \$293; Chile, \$95; Colombia, \$1,262; Ecuador, \$120; French Guiana, \$45; Peru, \$56; Uruguay, \$117; Venezuela, \$400; China, \$1,061; British Indies, \$6; Australia, \$396; New Zealand, \$360; Philippine Islands, \$129; British South Africa, \$540; total, \$21,817.

## Germany Reentering the Vanilla Market

Germany is reported to be again entering the vanilla market and substantial shipments are said to be waiting at Hamburg for the expected withdrawal of the German Government's prohibition against vanilla imports. This withdrawal has been expected almost weekly and its result of course would be to strengthen the vanilla bean market.



## PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

### FEDERAL

#### Notices of Judgments Given Under Pure Food and Drugs Act by the Secretary of Agriculture

Notices of Judgment, issued under the Federal Food and Drugs Act, Nos. 9,301 to 9,500, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., contains few cases of importance to our industries.

9,490 reports the condemnation of a quantity of unidentified bottles of vanilla and lemon flavors.

9,500 reports a fine of \$25 for the adulteration and misbranding of lemon extract, vanilla extract and compound vanilla. The vanilla samples contained very small content of vanilla.

There was one judgment for the adulteration and misbranding of saccharine and there were six for olive oil violations, one offender being fined \$200.

#### Official Agricultural Chemists Meet

The Association of Official Agricultural Chemists held its thirty-eighth annual meeting in the last week of October, in Washington. There were three hundred in attendance and the meeting was the most successful in the history of the association. Secretary of Agriculture Wallace welcomed the delegates. Senator E. F. Ladd, of North Dakota, who was expected to address the meeting, was unavoidably absent. A resolution was adopted calling upon Congress to continue "adequate beneficial legislation" until American chemical industries have become firmly established. Another resolution favored the adoption of the metric system.

The following officers were elected: President, F. P. Veitch, of the Paper and Leather Laboratory, Bureau of Chemistry, Department of Agriculture; vice-president, A. J. Patten, East Lansing, Mich.; secretary-treasurer, W. W. Skinner, Bureau of Chemistry; chairman board of editors, R. T. Balcom, Bureau of Chemistry.

The sessions were largely devoted to the reading of papers telling methods of analysis of food and drinks, drugs and medicines, fertilizers and feeds, which are under the jurisdiction of official chemists administering pure food, drug, fertilizer and feed laws under the Federal, State and municipal governments. Among the papers read and subjects discussed were the following:

"Distillation Method for the Estimation of Santalol in Santal Oil," by C. W. Harrison; "Alkaloids," by A. R. Bliss; "The Analysis of Acetyl Salicylic Acid," by A. E. Paul; "Differentiation of Japanese and American Peppermint Oils," by E. O. Eaton; "Potash Availability," by A. G. McCall; "Methods of Analyzing Spices," by A. E. Paul; "Methods of Analyzing Fats and Oils," by G. S. Jamieson.

Referees for 1922 include the following: Insecticides and fungicides, J. J. T. Graham, Washington, D. C.; fats and oils, G. S. Karleson, Washington, D. C.; drugs, G. W. Hoover, Chicago, Ill.; testing chemical reagents, G. C. Spencer, Washington, D. C.; flavoring extracts, W. W. Skinner, Washington, D. C.; gelatin, C. R. Smith, Washington, D. C.; spices, A. E. Paul, Cincinnati, O.

#### New York City's New Food Bureau Head

Ole Salthe, who has been Acting Director of the Bureau of Food and Drugs of the Health Department, New York City, since 1918, has been sworn as head of the Bureau. He succeeds Dr. Luicus P. Brown, who has been on leave without salary since 1918, when he accepted a commission in the army.

The promotion of Mr. Salthe was made the occasion for a gathering of the Directors of the various bureaus of the Health Department. Health Commissioner Dr. Royal S.

Copeland congratulated Mr. Salthe, who, he said, had entered the department in a humble position and by merit had won his way to be head of one of its most important bureaus. Mr. Salthe was sworn in by Charles L. Koler, secretary of the Health Board.

#### Vanilla Shipments from Mexico

During September 53,607 pounds of vanilla beans, whole and cuts, were exported from Vera Cruz to New York. About 90 per cent of the Mexican vanilla is sent to the United States, 10 per cent going to England and France. The greater part of the vanilla shipments from Mexico goes through Vera Cruz, most of the vanilla growers having branch offices here to take care of their export business. It is predicted that next year's crop will be short, so there is a tendency toward higher prices for the small amount that is left on the Mexican market.

#### Italy Issues New Saccharine Decree

An Italian decree extends until December 31, 1921, the period during which saccharine, and the raw materials from which it is made, may be placed on sale in Italy. The original decree of February 4, 1917, empowered the Minister of Finance to provide and to place on sale saccharine for use as a substitute for sugar, either by importation or by manufacture within the Kingdom on the State's account and under the permanent supervision of the Ministry of Finance. Saccharine imported for this purpose has been admitted duty free.

#### Japan Requires Disinfection of Brushes

The following Japanese regulations regarding the exportation of brushes made of animal hair went into effect on September 1, 1921:—Brushes made of animal hair are not to be exported unless the hair is disinfected at the port office or in the manner approved by the prefectural governor. Infringement on this regulation shall be punished with a fine of not exceeding 100 yen.

#### Vanillin from Pimento-Leaf Oil

Expert opinion on the quality of vanillin manufactured from pimento leaves by the Department of Agriculture, Jamaica, has been received in the island from London. The report is distinctly encouraging, says a London paper. The Government is arranging for an enlargement of the experimental plant for the production of pimento oil and vanillin.

### ASSOCIATIONS IN THE ALLIED INDUSTRIES

**MANUFACTURING PERFUMERS' ASSOCIATION.**—President Francis W. Jones, Melba Co., Chicago, Ill.; Secretary, C. M. Baker, 309 Broadway, New York.

**FLAVORING EXTRACT MFRS. ASSN.**—President, Robert E. Heekin, Cincinnati, Ohio; Secretary, G. C. Davis, Davis Manufacturing Co., Knoxville, Tenn.

**PERFUME IMPORTERS' ASSOCIATION.**—President, B. E. Levy, 714 Fifth avenue, New York; Secretary, B. M. Douglas, Jr., 35 West 34th street, New York.

**NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.**—President, Harry Whittle, 176 West York street, Philadelphia; Secretary and Attorney, Thos. J. Hickey, 1238 First National Bank Building, Chicago.

**BARBERS' SUPPLY DEALERS' ASSOCIATION.**—President, Z. C. Shaw, Wichita, Kansas; Secretary, Joseph Byrne, 116 West 39th street, New York.

**PERFUMERY, SOAP AND EXTRACT ASSOCIATION OF CHICAGO.**—President, H. E. Lancaster; Secretary, Clarence Morgan, 180 North Market street, Chicago.

#### Very Helpful to Analytical Chemist.

(From Security Laboratories, Cedar Rapids, Iowa)

I wish at this time to tell you what a valuable journal **THE AMERICAN PERFUMER** is. Although not engaged in the manufacture of perfumes or toilet articles, I find it very helpful in my analytical work and in keeping familiar with the new synthetics.



## AMERICAN SPECIALTY MANUFACTURERS MEET

ATLANTIC CITY, N. J., November 16.—Three points were stressed at the thirteenth annual convention of the American Specialty Manufacturers Association which brought more than 200 prominent business men to the Hotel Traymore here for a three-day session, November 16, 17 and 18. Optimism over the outlook, without illusions, was one; the need of increased effort by everyone, another; and the fact that "the day of autocracy in commercial life" is gone and that business can prosper only as the workers are prosperous and happy, another.

This latter point was stressed in a brilliant speech by Attorney Charles Wesley Dunn of New York City, counsel of the association at the first day's meeting. Mr. Dunn told a meeting, at which were present 100 men, who employed 50,000 people, that success no longer can be measured in dollars and cents, but by the worth of an industry as measured by the contentment and welfare of its employees. He advocated profit-sharing plans and other means of bringing content to the workshop, such as clean, well-lighted rooms, and spoke admiringly of factories where flowers grew, where recreation periods afforded workers opportunities to enjoy music and other pleasures. He rather bluntly put it up to the manufacturers that in their hands, in a measure, lies the fate of the whole nation; that through their efforts much of the unrest and trend toward radicalism can be laid to rest.

While much importance is attached to the general sessions of the convention with their group of noted speakers, great interest attaches to the sectional meetings, including those of the lye section, the cereal section, the soap section and the meeting of auxiliaries.

One question of considerable importance is before all the sectional meetings, the matter of uniform packages. It is stated by well informed men at the convention that losses of considerable size are suffered in the course of a year through the variance in packages, both because of the time lost in handling them and in the mistakes which seem almost unavoidable. Soap, for instance, it is stated, should be put out by the various manufacturers in packages containing a uniform number of dozens, to facilitate handling and to avoid loss of time in filling orders. The plan applies particularly to the cereal industry also.

Some of the soap men are going into the group meeting prepared to discuss the matters that come under the general heading of "trade abuses." Important among these is the matter of sampling upon which there is, evidently, a variance of opinion. What the best forms of advertising are is a topic on which different views will be expressed, all with the idea of trying to arrive at a conclusion as to just what is profited, not only in dollars but in good will, by the different plans.

"Check the big losses" and "ship the old goods first" is the slogan of the cereal men who, it is declared, suffer great losses through spoilage and careless methods of warehouse men and shippers. A drive has been begun to educate men all along the line who handle cereals to keep in mind the desirability of get-

ting the goods to market before deterioration begins.

A feature of the convention was the banquet Thursday night at which E. C. Stokes, former governor of New Jersey, and Mrs. Jennie C. Van Ness, mother of the Van Ness dry law and recently defeated for reelection to the New Jersey assembly, are scheduled speakers.

In opening the convention today, President Fred Mason of New York City, declared that "We are coming together under better auspices and business conditions as a whole than we have for many years past." He stated that all had gone through "the most trying times such as, we trust, will never again be experienced." He said it was to be regretted the reconstruction period had affected the success of some members, but that "it is a matter of congratulation that so many of you have weathered the storm and are ready to face the problems we are confronted with and feeling that after all the fight has been worth while."

President Mason referred to the disarmament conference in Washington, saying: "Let us all trust and pray that its deliberations may result in benefit to all mankind."

Among reports submitted were those of S. W. Eckman, chairman of the Trade Conditions committee; A. C. Monagle, chairman of the Publicity Committee; B. F. Amos, chairman of the Membership Committee, and D. O. Everhard, chairman of the Auxiliary.

Reports also were submitted by the secretary, H. F. Thunhorst and by the treasurer, Mr. Everhard.

A number of well-informed men are on Thursday's program. They include Huston Thompson, chairman of the Federal Trade Commission, Washington, D. C.; Walter G. Campbell, acting chief of chemistry, Washington, D. C.; J. W. Herscher, president National Wholesale Grocers' Association; Edwin R. Kenzel, deputy governor, Federal Reserve Bank of New York; F. E. Kamper, president National Association of Retail Grocers; Frank Presbrey, president Frank Presbrey Co., New York City; Walter B. Brown, editor, New York Commercial, and H. A. N. Daily, former president National Food Brokers' Association.

In his report, H. F. Thunhorst, national secretary, pointed out the work that has been done by the national office to acquaint every jobber in the country with the aims and objects of the association and the value of the association stamp on a specialty order to them. This work was done by means of a series of weekly cards. He also stated that there is not a case on record where a single grocery product has ever been introduced and kept alive in a national way without specialty salesmen. All told, 69,000 jobber's cards were sent out, and a total of 208,421 pieces of mail matter were mailed from the national office.

In the matter of reduced hotel rates, 110 replies were received from the 300 questionnaires sent out. It was shown in some cases that rates charged by hotels in the smaller cities are justified, as they are filled on an average of only four days a week. The national office in the future will take charge of all complaints against salesmen who do not observe good business methods.





The very beautiful four-page insert of the Alderman-Fairchild Co., Rochester, N. Y., that appears between pages 56 and 57 of this issue, is one of the handsomest advertisements that has ever been published in our journal. It cannot fail to create the impression that Alderman-Fairchild Co. have desired, viz. that they aim to produce paper boxes of artistic design and painstaking manufacture.

Theodore K. Shipkoff, of Shipkoff & Co., Kazanlik, Bulgaria, the very well known otto of rose distiller and shipper, arrived in New York November 1, and expects to remain here about two months. It is seven years since Mr. Shipkoff visited these shores, and although he kept in close touch with developments in this country for over a quarter of a century through many trips to this side of the water, he was amazed with the progress that has been made here, especially in the upbuilding of New York City.



THEO. K. SHIPKOFF

The American distributors for Shipkoff & Co. are Antoine Chiris Co., 149 Waverly Place, New York.

Louis A. Freedman, M. E., Times Building, New York, has been appointed American sales agent for aluminum collapsible tubes of Fritz Neumeyer A. G., Nurnberg, Germany, manufacturer of these containers. In the initial announcement which appears on page 80 of this issue, the claims of the manufacturer are set forth with a view to interest makers of toilet and pharmaceutical preparations, food products, etc., in the use of these collapsible tubes.

Mr. Freedman has had a number of years experience in the designing and selling of automatic machinery used in the manufacture and packaging of proprietary and chemical products.

Frank L. McCartney, sales manager for the Monsanto Chemical Works, St. Louis, has returned from an extensive tour and sales visit of the more important cities of the Middle West, where he found sales managers in general to be quite optimistic and buyers in a better humor to cover for future requirements than at any time since the autumn of 1920.

Romola Parfumerie, Inc., Chicago, as noted in our "New Incorporations" department, has been incorporated under the laws of Illinois. Miss Marjorie Myers, secretary of Romola, reports that in spite of the slackness in some lines of trade Romola has increased its sales more than 200 per cent within the last three months. The Romola oriental twins, Hindu Rose and Bokul perfumes and toilet waters are specialties.

M. Paul Schving, chief perfumery chemist and director of the factory in Neuilly for Houbigant, the Paris perfumery house, arrived in New York on the *Savoie* recently. Mr. Schving is the gentleman who is responsible for the modern creations of his firm with Mr. Bienaime, and he is well qualified for the work. He is a graduate chemical engineer from Ecole de Physique et Chimie Industrielle of Paris, and during the war was engaged in the production of lethal gases, working with M. Kling in the government laboratories. In this work he was particularly successful as some of the discoveries which were utilized by the Allies were due to him.



PAUL SCHVING

Before the war he was connected four years with the Societe Anonyme des Etablissements Justin Dupont and acquired valuable experience in synthetics and other raw materials. Immediately after the armistice he joined the Houbigant staff.

The preliminary argument in the petition by Morana Incorporated, New York, against the Treasury Department was presented by both sides in Washington on November 18. The petition claims that on account of the excessive charge for vanillin by domestic corporations, the Treasury Department has abused its discretion by refusing to manufacturers and distributors licenses to import. The Treasury Department had asked that the petition be dismissed without hearing on a question of the law, the Government claim being that the Court was without jurisdiction to interfere.

The Court after hearing the argument not only refused to dismiss the petition but has suggested that further data be presented by the contending parties. The case was adjourned for two weeks in order that additional data could be presented to the Court. It would appear therefore that the Court would take jurisdiction of the case and compel the Department to go to trial, unless it can be satisfied that the Department has exercised proper judgment.



Among the passengers on the *Olympic* which sailed from New York, Saturday, November 12, were the three gentlemen whose photograph is reproduced herewith. It was taken on the promenade deck of the ship just before sailing time which accounts for its informal character.

Mr. Hilgenberg is president of the Carr-Lowrey Glass Co., Baltimore, Md., and Mr. Kammer one of the vice-presidents and manager of the New York department. They plan to be abroad about six weeks and will make a study of the glass bottle situation in Europe from every angle. Their investigations will redound to the benefit of the American consumers of American-made perfume bottles,



CARL G. HILGENBERG, R. W. SMITH, A. F. KAMMER

and will add to the prestige of their house, which has already won an enviable reputation.

Robert W. Smith is vice-president of Julian W. Lyon Co., Inc., New York, essential oil dealers and importers, and American representatives for the following houses: Sociedad Anonima Monegal, Barcelona, Spain; Hijos de Luca de Tena, Seville, Spain; La Zagara, Reggio, Calabria, Italy; and Polak & Schwarz, Ltd., Zaandam, Holland. Mr. Lyon and Mr. Smith alternate in visiting European centers of production to keep in touch with the latest scientific and commercial developments of the raw material industry.

The striking insert advertisement, of Polak & Schwarz, Ltd., Zaandam, Holland, which usually appears between advertising pages 48 and 49, is omitted from this issue due to unavoidable delay in shipment from Holland. It will make its reappearance next month.

Harrison E. Howe, who is a prominent figure in the field of industrial chemistry, has been named to succeed Dr. Charles H. Herty as editor of the *Journal of Industrial and Engineering Chemistry* and director of the American Chemical Society News Service. He has accepted both posts.

Harry R. Cary, formerly with the A. L. van Ameringen essential oil house in New York, is now the proprietor of a drug store in Elmira, N. Y.

Mynnette Co., 42 Johnson street, Milwaukee, Wis., is placing a special vanity box on the market and intends to broaden the scope of its toilet goods output soon.

National Association of Wholesale Druggists has selected Colorado Springs, Colorado, for its next meeting place and

its headquarters will be in the Broadmoor Hotel. The meeting will be held October 9 to 13.

The Owens Bottle Co., Toledo, Ohio, publish between advertising pages 66 and 67 an insert illustrating in color four of the many products now on the market for which they supply Owens' sprinkler top bottles. These illustrations show very well the appearance of this type of bottle which eliminates any separate sprinkler top of either glass or metal. The sprinkler, which is an integral part of the bottle, is closed with a small metallic screw cap, and the company points out that the filling of these bottles by machine has been satisfactorily provided for by manufacturers of this type of apparatus.

Monday, November 21, marked the fifteenth birthday of the Chicago branch of Rockhill & Viotor, the long established New York essential oil house. The Chicago branch, which is in the Great Lakes building, 180 North Market street, is under the efficient management of Frank Z. Woods, who is well known to the trade in the Middle West. The photograph reproduced herewith is a view of



ROCKHILL & VIOTOR'S CHICAGO BRANCH OFFICE

the office of one of the busiest firms in Chicago during most of the business time of the day. Manager Woods will be easily identified in the picture and so will Clarence Morgan, opposite whom is Mr. Morgan's assistant, Harry Spohr. Also in the photograph is Mrs. Tosh, another valued assistant.

The business of this Rockhill & Viotor branch has had a really wonderful growth. Recently it was found necessary to increase warehouse space and a building was taken in North Halstead street for storage purposes. Spot stock is a feature of Manager Woods' way of doing business that is much appreciated by his clients, who help him to keep two motor trucks and a fleet of salesmen in automobiles busy all of the time. Among the firms whose accounts Mr. Woods carries are Thurston & Braidich, Tartar Chemical Works, Emery Candle Co., Federal Products Co., Allaire, Woodward & Co., Harold A. Sinclair, Gould Witch Hazel Co., Chatfield Mfg. Co., Rhodia Chemical Co., and Seydel Mfg. Co. Manager Woods and his assistants are always glad to have their friends drop in to visit them.



Members elected to the Manufacturing Perfumers' Association since the 1921 convention.

#### ACTIVE MEMBERS

French Cosmetic Mfg. Co., Inc., 85 Crescent avenue, New Rochelle, N. Y.

Ferd. T. Hopkins & Son, 430 Lafayette street, New York City.

Spencer Perfume Co., 1013 S. Main street, South Bend, Ind.

#### ASSOCIATE MEMBERS

New England Collapsible Tube Co., 17 Waller street, New London, Conn.

The Owens Bottle Co., Nicholas Bldg., Toledo, Ohio.

Pictorial Paper Package Corp., Aurora, Ill.

Procter & Gamble Co., at the October annual meeting of its stockholders, held in Cincinnati, elected directors to serve for the ensuing year. The three members of the working force added to the directorate were as follows: W. G. Rose, of Ivorydale; Ivan Hedman, of Kansas City, and F. P. Brown, of Port Ivory.

The Heekin Company, Cincinnati, Ohio, of which Robert E. Heekin, one of the most active and prominent members of the Flavoring Extract Manufacturers' Association is an officer, makes the announcement that it has decided to discontinue its spices, teas and flavoring extract departments and concentrate upon the importing and marketing of coffee and the manufacture of baking powder. This action is taken so that the firm's exclusive time can be given to the coffee and baking powder lines, both of which have been advertised so extensively in the last few years that they have outgrown the other features of the firm's trade. N. W. Ayer & Son, of Philadelphia, are handling the Heekin Co.'s advertising and they are preparing for extensive publicity campaigns in 1922.

The Brass Goods Manufacturing Co., Brooklyn, N. Y., publish in their advertisement on page 112 of this issue, an announcement regarding the granting to them by the United States government patents on friction-hold design, non-sifting caps for powder containers. The Brass Goods Manufacturing Co. are very large producers of metal specialties and this new cap of theirs has been widely adopted.

C. G. Euler, importer and dealer in raw materials, 219 Pearl St., New York, sailed for Europe, November 12, on the *Rotterdam*. He will return shortly before Christmas.

Antonio Zappacosta's soap factory, Bradford avenue, Dowington, Pa., was burned July 30. Loss, \$5,000.

In two customs perfumery and toilet goods cases recently General Appraiser McClelland sustained the protests of the importers with the following results:

44,312. Aromatic Preparation. A. Bourjois & Co. Compounded oils, classified as non-alcoholic perfumery articles, held to be dutiable as an aromatic preparation used in the manufacture of perfumery at 20 per cent under Paragraph 49.

44,313. Alcoholic compound. Alfred H. Smith & Co. A commodity classified as an alcoholic toilet preparation held to be dutiable as claimed at 40 cents a pound and 20 per cent ad valorem, under Paragraph 16.

Polak & Schwarz, Ltd., of Zaandam, Holland, recently made a fine display in an exhibit of essential oils and flavoring extracts, including a fine flavored peppermint oil and royal mint oil, at the Confectioners' Exhibition in London, England, according to advices received by Julian W. Lyon & Co., New York, exclusive American selling agents for the firm.

Word has just been received here of a recent reunion held by the directors of Lautier Fils, the old established essential oil and perfumery manufacturing house of Grasse, France, with the members of their staff at the Hotel Muraour, in Grasse. An excellent banquet was served and a fine musical programme added interest to the occasion, which was the celebration of the recognition of signal service given to the establishment by three of the lieutenants of Messrs. Morel, the proprietors of the firm.

The three guests of honor included M. Blanc, chief chemist, who has received the award of a Chevalier of the Legion of Honor for scientific services given to his country in the war. The others were F. Daver and J. Aime, who had received long service medals for faithful work for the firm, which was 40 years in the case of the former and 30 years for the latter. An eloquent tribute to the merits of the three guests was voiced by Alphonse Morel, and they replied in appropriate sentiment, showing the cordiality which exists between the heads of Lautier Fils and their employees. Mr. Daver, in his response, testified to the part taken by Mme. Morel, Sr., in the progress of the establishment and to the loyalty of the employees to the Messrs. Morel. Mementoes of value were given to the work people who also enjoyed the reunion, and taken in its entirety the event was one of the most interesting in Grasse in quite some time.

The Dennison Manufacturing Co., in its colored insert, which appears between advertising pages 90 and 91, discusses from a new angle some of the things that influence the first sale of powders and perfumes. A variety of boxes are shown in color so as to give a good idea of the designs made to fill various exacting requirements.

Hunnell & Co., Inc., a new firm composed of former employees of the Marden, Orth & Hastings Co., Inc., 136 Liberty street, this city, announces that it has purchased the remaining merchandise of the latter organization, its good will and formulas. Offices are located also at 310 Congress street, Boston. L. C. Hunnell, president of the new company, is in charge at the Boston office. G. Warren Heath, treasurer, is directing activities at the New York office.

Octagon soap chips are being advertised in business papers by Colgate & Co., as being made especially for home washing machines. On the face of the Octagon carton, illustrated in the advertising, is a large panel showing a washing machine in operation and bearing the words "for home washing machines." Dealers in washing machines are advised to recommend the octagon soap chips to their customers.

Houbigant, Inc., perfumes, which was established to conduct the American business of the Houbigant Co., of France, has retained N. W. Ayer & Son as its advertising agency. The American business of the Houbigant Company was previously conducted through an exclusive agency in New York.



Cheramy, Inc., 102 West 72nd street, New York, are just launching the first products of their line of toilet preparations, etc., including talcum, face powder, perfume and toilet water, under the trade mark "Cappi." Mr. F. J. M. Miles, formerly with the Melba Manufacturing Co., Chicago, is vice-president and chemist.

Mr. A. Garay, proprietor of the seal and label business conducted under his name in Paris, arrived in New York on the *Rochambeau* on November 1. He intends to spend two months visiting the principal cities of America.

Millville Bottle Works, Millville, N. J., manufacturers of perfumers' glassware, advise that they are installing a modern pot furnace which will greatly increase the output of the plant, and the new furnace will be in operation about the first of the year.

Adolph Klar, importer and manufacturer, is now established in the new Klar building, 5 East 19th street, New York City. The new five-story Klar building is conveniently located just off of Fifth avenue on East 19th street, and is devoted exclusively to the manufacture and sale of Klar products.

The offices of the company are located on the first floor which is attractively furnished in mahogany. Large display tables add to the convenience of visitors, and the excellent lighting facilities are in thorough keeping with the well appointed offices and sales rooms.

The company moved into the new building February 1st. Since then many improvements have been made, the company states, in the manufacturing department and modern machinery has been installed.

The company invites its many friends to visit it in its new home. It manufactures a line of rouges, compacts, lip rouges, nail enamels, nail polish, eyebrow pencils, also hair nets as well as hair wavers.



KLAR BUILDING.

Jim McKnight, a popular representative of George Lueders & Co. through New York, Pennsylvania and Ohio, was a recent visitor to this office. Jim drops in at least once a year to pay his subscription and to tell us how well his firm and this publication both stand in the trade.

M. Coty, the Paris perfumer, has taken a deeper step in journalism, for he has acquired the controlling interest in *Figaro*, in the minority stock of which he has been one of the owners. It ends a long standing dispute between the minority and majority stockholders of *Figaro*, which grew out of the killing of Gaston Calmette, its editor, in 1914, by Mme. Caillaux, wife of the former Premier, whom the paper had attacked bitterly.

Another item from Paris says that M. Coty has been negotiating to rent the chateau Chambord, formerly be-

longing to an Austrian prince, for 500,000 francs yearly for the chateau and the adjoining estate, on which he plans to erect a model workers' city around a perfumery factory built without chimneys and hence smokeless, and to include playgrounds, public services, etc. M. Coty desires to make a national museum out of the chateau. The Ministry of the Fine Arts is considering the proposal.

Willoughby M. McCormick and Richard H. Bond, of McCormick & Co., Baltimore, represented the well known firm of which the former is the head at the meeting of the American Specialty Manufacturers' Association which was held this month in Atlantic City.

John Powell, long connected with the botanical drug department of J. L. Hopkins & Co., this city, has transferred his services to Arthur Stallman & Co., also of this city.

In Memphis, Tenn., Nov. 2, Chancellor Peres refused the injunction sought by the Plough Chemical Co. against the Bullion Chemical Co., holding that the name "Red and White" adopted by the defendant for the toilet preparations it offers for sale, is not an infringement of the rights of the complainant's similar "Black and White" preparations.

The chancellor said that similarity of the names cannot alone be made the basis for a suit unless the manner in which the packages are "dressed up" in their presentation for sale is of a nature to deceive the buying public. He held also that the action of the government patent office in maintaining the right of the Bullion Company to the name "Red and White" was "persuasive" in the determination of the injunction hearing. He left to the Plough Company the right to go to trial on the question as to whether the dress of the goods is such as to deceive the public.

At the time the injunction hearing was on the courtroom resembled a cosmetic shop or beauty parlor, so extensive was the display of toilet preparations of all kinds, the briefs submitted by John W. Farley, attorney for the defendant, and J. W. Canada, attorney for the complainant, redounded with descriptions of the kind of powder and rouge and lipsticks and vanishing creams suitable to this, that and the other feminine type, which were mingled with legal questions of patent rights and court decisions.

The "Black and White" preparations of the Plough company have been on the market for about four years, and a vast amount has, it is claimed, been spent in advertising. The "Red and White" preparations of the Bullion company are comparative newcomers in the field.

Overton Thompson, district manager for Texas, for the Illinois Glass Co., has resigned to return to his old home in Nashville, Tennessee, to look after the Thompson estate. B. W. Crane, formerly of Kansas City, has been appointed Mr. Thompson's successor. Mr. Crane has had wide experience in the service of the company, and is thoroughly posted and capable of handling the job.

George F. Morgan Jr., vice-president of Enoch Morgan's Sons Co., soap manufacturers, who died on Sept. 29 in the Martinique Hotel, left no will and for that reason an application for letters of administration was made in the Surrogates Court recently. The estate was \$390,000. His father, mother and a brother, John W. Morgan, are heirs.



One of the concerns that has been making steady progress in its particular field by giving its wholehearted attention to business, is the Pennsylvania Oil Company, 175 North Green St., Chicago. Chief among this company's products is its white mineral jelly which, we are advised, is now being used by some of the largest manufacturers of beauty creams and hair dressing in this country and abroad. The Pennsylvania Oil Company also manufactures coconut oil shampoo base, cream oil, tar shampoo base and all grades of petrolatums. They state that they will be pleased to furnish samples, prices and formulas free to interested persons.

The twentieth anniversary of the founding of the Waterbury Paper Box Co., Inc., was appropriately celebrated by an elaborate entertainment and fancy dress dance in the Y. M. C. A. at Waterbury, Conn., on the evening of November 16. H. H. Heminway, the president, made the principal speech and was the recipient of many congratulations. William H. Beers, vice president and F. L. Butz, New York representative also made speeches. The affair was enjoyed by all and it is planned to celebrate the birthdays of the company in the future in a similar manner.

J. R. Kennedy, perfumer for the United Drug Co., Ltd., Toronto, Ont., was a recent visitor to the city.

Announcement has been made that the affairs of Louis K. Liggett, president of the United Drug Co., which were placed in trustees' hands for the benefit of his creditors on July 27, had been settled in full. It was stated that his outstanding indebtedness had been paid, with interest to Nov. 15, and that the trustees had been discharged.

Orange Smile Syrup Co. of New York, Inc., 85 Crosby street, filed a petition in bankruptcy Nov. 4, listing liabilities of \$48,915 and assets of \$18,066, main items of which are fixtures and machinery, \$14,869; accounts, \$1,929 and delivery equipment, \$1,143. Principal creditors listed are Orange Smile Co., \$6,836, partly secured; O. J. Gude Co., \$2,574; Ward & Gow, \$1,950; American Bottle Co., \$1,446, and T. F. Moore Co., \$3,732. Judge Learned Hand appointed Harold Harper receiver, under \$5,000 bond.

Recent capital stock increases: Olympic Chemical Co., Manhattan Borough, New York City, \$5,000 to \$20,000; Duffy Arnold Grease Co., Bronx Borough, New York City, \$20,000 to \$100,000; Gordon Brushes, Harrisburg, Pa., \$50,000 to \$250,000.

Marcel Freres, manufacturers of compacts, rouges, face powders and lip sticks, have moved to larger and more commodious quarters and after December 1 will be located at 341 North Crawford avenue, Chicago. The expansion speaks well for the popularity of their products, as they have been established only a short time.

State Reformatory at Lansing, Mich., has started a soap plant with two tons daily capacity. After the State institutions are supplied the soap will be put on the market.

Twenty-eight members of the sales and sales executive forces of Antoine Chiris Co., New York, held a three-day session at the New York office, November 14, 15 and 16. The time was given up to conferences on plans for the new year, and those who attended were enthusiastic over the benefits derived from the meetings.

On Monday morning an open meeting was held at the New York office, followed by luncheon at the Railroad Club where the discussions were continued. On Monday evening, Mr. Burton T. Bush, president of the company, tendered a dinner to his associates at the Biltmore Hotel.

On Tuesday the plant of the company at Delawanna was visited, and also the plant of Capes Viscose, Inc., which is controlled by the Chiris interests. Thursday evening they attended the monthly dinner of the Salesmen's Association, held at the Yates Hotel, and there they were especially welcome, as Mr. Burton T. Bush is president of the association.

Wednesday was spent again at the New York office and the meeting was adjourned at noon in order to attend a luncheon at the Aroma Club. In the evening the men were all entertained at Mr. Bush's summer home at Roselands, N. J., near Caldwell, in the Orange Mountains.

John F. Queney, of St. Louis, head of the Monsanto Chemical Works, sailed for Europe early this month.

McCormick & Co., manufacturers of flavoring extracts, etc., Baltimore, gave a mask ball for their employees and friends in the auditorium of the warehouse on the night of October 29. Prizes were awarded for the most attractive costumes. William J. Westcott had charge of the arrangements.

Bang-Go Soap Mfg. Co., 2304 Front street, Meridian, Miss., is to erect a new local plant. The company was recently organized with R. E. Yarbrough, president, and L. L. Gunn, general manager.

Carl F. G. Meyer, president of the Meyer Brothers Drug Co., St. Louis, who has been touring Europe on a business trip, and incidentally, combining pleasure, is expected home about December 1. When last heard from he was in Hanover. En route to that city from France, he viewed the battlefields.

Martin H. Carey has joined the sales staff of Compagnie Duval, 32 Cliff street, New York City, and will handle the metropolitan district. He has been identified with this industry for nine years.

William Cooper Procter, president of the Procter & Gamble Co., Cincinnati, Ohio, was a member of President Harding's Unemployment Conference.

Branscombe Chemical Co., Inc., 30 Church St., New York, whose initial advertisement appears on page 110, offer shampoo specialties and Cologne spirits.

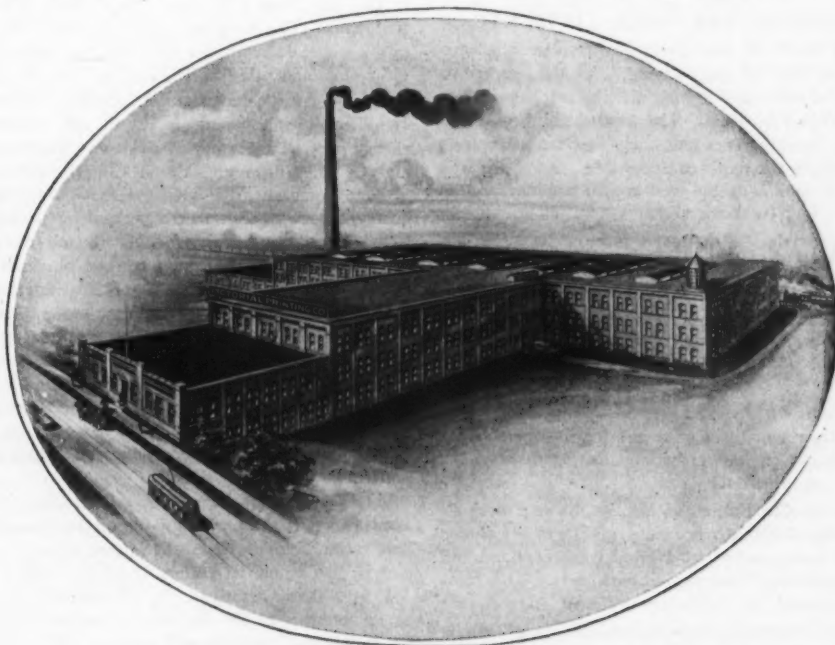


The Pictorial Printing Co., of Aurora, Ill., has changed its name to the Pictorial Paper Package Corporation. The old name, Pictorial Printing Co., under which the concern did business for more than half a century was considered a misnomer because of its capacity for the production of lithographed packages and labels; and while it maintains a printing equipment, the bulk of its business consists of paper packages, lithographed, printed, or plain.

The firm was founded in 1871 by O. P. Bassett, as a member of the firm of Bassett, Bush & Mitchell, located in West Lake Street, Chicago. The plant having been fortunately located escaped the great fire.

Aromatic Products Co., Columbus, Ind., making chemical products and perfumery, has opened a plant in East Columbus. Officers of the company are: President, Dr. F. L. Harding; vice-president, L. C. Weisie; secretary, Charles F. Ulrich, of Indianapolis, and treasurer, George A. Newton.

Spanish-American Cork & Specialty Co. has been taken over by the Spanish-American Cork Products Co., of Westport, Baltimore. An expansion entailing an outlay of \$150,000 is contemplated. The officers are: Oscar J. Harms, president; Cassiano Banajan, vice-president; John L. Swope, treasurer, and Philip S. Ball, secretary.



ONE OF THE PICTORIAL PAPER PACKAGE CORPORATION'S PLANTS

The officers of the company are Charles B. Phillips, president; J. W. Hunt, vice-president and secretary, and J. L. Passage, treasurer.

At the present time the company operates three plants. The general offices and main plant are located at Aurora, Ill. A large well equipped factory and office is located in Chicago where many of the finer grades of toilet preparation boxes are made. This plant also maintains modern equipment for the production of spiral wound packages or paper cans with and without sifter tops, paper and tin ends. A factory also is located at Sandwich, Ill. The illustration given herewith shows one of the plants of the company as it appeared before a large addition was built, made necessary by increased business.

E. E. Finch, of the Karl Kiefer Machine Co., Cincinnati, Ohio, contributed an interesting chapter on "Pulp or Filter Mass Filters," to the November symposium on "Filtration" in the *Journal of Industrial and Engineering Chemistry*.

F. J. McDonough, of McKesson & Robbins, New York, has been appointed chairman of the committee on drug market of the National Wholesale Druggists' Association.

Herman A. Metz, formerly Comptroller of the City of New York and prominent in the chemical industry here, recently arrived home on the *France*. Mr. Metz has been investigating the dye situation in Germany, for himself and also for United States Senator Smoot. "The dye situation in Germany is at its lowest ebb," he said, "textile conditions are very depressed."

American Products Corp., Reidsville, N. C., manufacturer of Amproco products, which was started early in 1920, reports a steady and healthy growth in its trade in toilet goods. It has had an especially large demand for its liquid toilet soap. Other specialties have increased in demand, so that the size of the plant has had to be doubled. B. R. Stone is president and general manager; Scott Fillman is vice-president. Mr. Fillman is also prominently identified with the business interests of Reidsville, being cashier of the First National Bank. E. L. Somers is secretary and treasurer and the following are directors: Dr. M. P. Cummings, Dr. J. S. Wells, of Reidsville; T. B. Ogburn, of Greensboro; T. M. Roberts, of Draper; J. E. Garrett, W. M. Oliver and W. R. Saunders, of Reidsville.



Oscar W. Smith, manager of the New York branch of Parke, Davis & Co. for many years, assumed his new duties as president of the company November 1. Mr. Smith has been in the employ of Parke, Davis & Co. for thirty-five years. He entered the service as a lad, and his climb upward has been steady and progressive. The New York branch has supervision over a large field of both domestic and export trade, and Mr. Smith has been so brilliantly successful as to make his elevation to the presidency of the company inevitable. James E. Bartlett now is manager of the New York branch.

#### NEW PUBLICATIONS, PRICE LISTS, ETC.

S. VAN DYK AZN., 82 Rue Saint Lazare, Paris, France, sends us a catalog of 300 pages giving particulars regarding a wide variety of merchandise in which the association does an export brokerage business. The catalog has been regularly issued for twenty years and many new manufacturers are represented in the new edition. Mr. van Dyk is a brother of L. A. Van Dyk, the well-known manufacturer of perfumery, etc., in New York City.

ANTOINE CHRIS CO., 147 Waverly place, New York, has published its October monthly price list, which gives nominal quotations on essential oils, synthetics and other products which the house handles.

CHEMICAL RUBBER CO., Locust avenue, West 112th-114th streets, Chicago, sends us price list of chemical reagents and biological stains for scientific laboratories.

FRITZSCHE BROTHERS, INC., 82 Beekman street, New York, have sent out their wholesale price list for October, giving nominal quotations on the essential oils, aromatics, and other products in which they deal.

TIN DECORATING CO., Baltimore, Md., publishes a very attractive price list of Tindeco products. Pictures are shown of the colorful boxes, cartons and other containers and full particulars are given to prospective customers. The company also has issued the following pertinent suggestions:

"The use of a standard shape for talcum containers is advocated by Tindeco as an important advance in the industry.

"This is very good logic at this time, when business conditions are not up to the mark, and when competition is so keen and business rivalry so great that the cost of the container may make an appreciable difference in the production costs and margin of profit.

"It is the design on the container and not the shape, which speaks its message from the dealer's counter, and that our standard die equipment is ample to give the largest or smallest manufacturer full latitude in his selection of a shape, at a cost far below that of an individual shape, which would require new die equipment and tools, is proof of our contention.

"Color is life, and the life of the container commands the attention of the prospective customer—so it is up to the talcum manufacturer to dress his product in such attire as will be representative of its quality—and here is where the individuality of the container begins—in its design and not in its shape."

BOND MANUFACTURING CORPORATION, Wilmington, Del., has prepared a price list of collapsible tubes of pure tin and of lead alloy, which are available for those who are interested and will request copies.

"INDUSTRIAL DIGEST," 25 West 45th street, New York,

is a new publication devoted especially to commercial interests along the line of the *Literary Digest* in the general news and literary field. It contains condensed summaries of articles on commercial topics printed in some 600 periodicals and naturally supplies a vast amount of useful information. There is a department especially devoted to drugs and chemicals, among thirty subdivisions of business. It is worth while for busy men who wish to keep posted generally, but, of course it does not replace the specialized trade journals from which it derives its information and which all must continue to read for first hand information.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representatives.—The October wholesale price list for essential oils, chemicals, synthetics and sundries, including the Allen oleoresins, and other specialties, has been received.

"COMPOSITION OF CALIFORNIA LEMONS," Bulletin 993, U. S. Department of Agriculture, by E. M. Chace, chemist in charge of the Laboratory of Fruit and Vegetable Chemistry, and C. P. Wilson and C. G. Church, assistant chemists, gives a comprehensive view of the California Lemon industry, which is well worth perusal by persons interested. Conclusions are given regarding the oil content of three varieties of lemons. Copies can be obtained for 5 cents each from the Government Printer, Washington, D. C.

SMITHSONIAN INSTITUTION, Washington, D. C.—We have received the annual report of the Board of Regents for 1919, showing the operations, expenditures and condition of the institution. It is a volume of 557 pages and contains a vast amount of scientific information upon a wide variety of topics. Ample illustrations are given of many subjects. It is published, 1921, by the Government Printing Office, Washington, D. C.

WILLIAM R. WARNER & Co., INC., New York and St. Louis, send us the October issue of their bright and breezy publication *Building Biz*. It is just what its name implies and G. J. Lindon, its editor, deserves credit.

J. T. BAKER CHEMICAL CO., Phillipsburg, N. J., sends us its latest price list of Baker's analyzed chemicals. The list is full and complete and requires 104 pages to set forth the names and prices of the Baker products.

"GREEN BOOK FOR BUYERS," issued by the *Oil, Paint and Drug Reporter*, 100 William street, New York, covers the chemical trades and can be had for \$2. It is furnished free to subscribers of the periodical.

WORKMEN'S COMPENSATION LAW FOR NEW YORK STATE, with amendments, additions and annotations to September 1, 1921, is fresh from the press and we are indebted to Henry D. Sayer, State Industrial Commissioner, Albany, N. Y., for a copy. It is indexed by trades and otherwise and is one of the best compendiums of the kind that has come to this office. The New York City Office is 125 East 27th street.

C. E. ISING CORPORATION, factory and main office, Flushing, N. Y., sends us its wholesale price list for October, covering essential oils, synthetic and aromatic chemicals. The company makes a specialty of liquid flower essences that are completely soluble in alcohol and represent the natural flower perfume in a highly concentrated form. Ising truothers also are completely soluble in alcohol and embody, according to the maker, the perfect reproduction of the essential oils contained in flowers. A special price list is furnished on application to firms interested in flavoring materials, or compounds for creams, powders or other toilet products.



"HINTS ON HOW TO BUY FOR USERS OF EMBOSSED PRINTED FORMS," is the subject of an illustrated folder from the Foxon Co., Inc., Providence, R. I.

"BOTTLING AND PACKING ENGINEER," 2511 West Park avenue, Chicago, tells about a new rapid accurate method of filling glass or metal containers. It is published by the United States Bottlers Machinery Co.

DRUG & MERCANTILE COMMERCIAL AGENCY, INC., 299 Broadway, New York, has sent out a folder entitled "Truth for the Drug and Chemical Trade," which explains the suit instituted against it by the Drug & Chemical Credits Association. It quotes a decision of Supreme Court Justice Tierney, New York, dismissing the complaint and deciding that so far as the public was concerned the Drug & Chemical Mercantile Agency had two years' start of the other concern.

OWENS BOTTLE CO., Toledo, Ohio, has issued a very interesting circular describing the saving they claim can be effected by the use of Owens all-glass sprinkler-top bottle. The company's beautiful colored insert in this issue illustrates several products marketed in this bottle.

SCIENTIFIC UTILITIES CO., 18 E. 16th street, New York City, has issued a circular emphasizing the new designs of perfume bottles it offers and calling attention to its facilities for carrying out special ideas in designs of bottles. Perfume fan atomizers, furnished by the company, are also described and illustrated.

CROWLEY, The Magazine Man, 511 East 164th street, New York, has issued a 146-page catalogue for business men and manufacturers, giving a list of trade, class, professional and technical periodicals, carefully indexed and indicating the scope of each journal's field, together with price, etc. Crowley's slogan is: "Read the Magazine of Your Business." He is ready to take orders after selections are made.

J. L. HOPKINS & CO., New York, have published a booklet entitled "Factolac Facts." It contains suggestions regarding emulsions of fixed and volatile oils. A copy will be mailed on request.

VICTOR METAL PRODUCTS CORP., collapsible tubes, 29 Broadway, whose advertisement will be found on page 81 of this issue, has issued a circular on "The Stand-up Tube," which says in part:

"The important role played by the package, in the sale and marketing of a product, was epitomized by the one-time famous Colgate slogan, 'we couldn't improve the product, so we improved the box.'

"The one package, which has shown the least practical improvement since its creation, is the collapsible tube. Originally, collapsible tubes were paper-labelled. A step toward betterment was made when the tubes themselves were printed, first in one color and now in as many as four colors. Since then, however, except for finer and cleaner printing, and for the 'captive cap,' which is used by a single tooth-paste manufacturer and, except for the newest arrival, the 'stand-up tube,' there has been no improvement to speak about.

"The 'stand-up tube, with its patent cap, offers the bold-est, the most drastic, the most sensational change that the collapsible tube has experienced since its inception. It upsets all conventions of the tube tribe by standing firmly on its head. It goes on record as the most sensible and most practical improvement that the collapsible tube has ever enjoyed."

## NEW INCORPORATIONS

Romola Parfumerie, Inc., Chicago, manufacture and deal in cosmetics, perfumery, etc., \$10,000 capital stock, has been incorporated in Illinois by Marjorie Myers, William Hampton and H. Clay Calhoun. Correspondent, H. C. Calhoun, room 915, 11 South LaSalle street.

Fantanas, Manhattan Borough, New York City, perfumes and drugs, \$100,000 capital stock, has been incorporated by A. F. Fox, H. Wechsler; attorney, B. Shepard, 154 Nassau street.

United Vacuum Bottle Stores, Manhattan Borough, New York City, manufacturing vacuum bottles and containers, \$120,000 capital stock, has been incorporated by D. E. Hanlon, of Mountain Lake, N. J.; W. B. De Lacy, A. G. Logan; attorneys, Hanlon & De Lacy, Woolworth Bldg.

Diamond Soap Co., manufacturers, \$200,000 capital stock, has been incorporated in Delaware for clients by Attorney Artemas Smith, Wilmington.

Derimmi Corp., perfumes, \$100,000 capital stock, has been incorporated by Mary G. Thayer, Elmer W. Lee, Leo Belmont, Philadelphia; attorney, Capital Trust Co. of Delaware.

Motor City Soap Co., Detroit, Mich., \$1,000 capital stock, has been organized by Verne C. Reed, James L. Cowan, Florence Cowan and Ira Snyder, 5715 Third avenue, Detroit.

Pennsylvania Soap Co., Dover, Del., \$250,000 capital stock, has been incorporated for Pierre Elback, Arthur C. Volbrecht, Louis A. Snyder, of Pittsburgh, by Capital Trust Co. of Delaware.

Bison Chemical Co., Buffalo, N. Y., cleaning compounds, \$10,000 capital stock, has been incorporated by G. W. Carr, M. C. Carte, L. A. Fitzpatrick; attorney, the company, Buffalo.

Penn Diamond Soap Co., \$50,000 capital stock, has been incorporated for Howard M. White, Fred F. Free, Robert A. Foley, of Pittsburgh, by the Capital Trust Co. of Delaware.

South American Perfumers & Barbers' Supply Co., Cleveland, O., \$5,000 capital stock, has been incorporated by Rubin Bruner, Giacinto Emanuel, A. Rutsky, J. Goldman and B. Greenberg.

Enah Products Co., cleaning compounds, \$250,000 capital stock, has been incorporated in Delaware for clients by the Corporation Guarantee and Trust Co., Philadelphia.

General Soap Co., Chicago, soaps, cosmetics, powders, etc., \$2,500 capital stock, has been incorporated by Frank Matlinsky Jacob Katlinsky, Edward J. O'Connor. Correspondent, Wm. A. Hogan, 69 West Monroe street.

Vary-Knit Co., Union, N. J., alkalies, \$500,000 capital stock, has been incorporated by Francis E. Harmon and Marcus O. Sarokin, of Weehawken, and Major J. Hurwitz, of Union.

Phyroseptic Tooth Brush Co., \$250,000 capital stock, has been incorporated in Delaware for clients by the Corporation Service Co., Wilmington.

Dupont Drug Co., Trenton, N. J., medicines, toilet articles, proprietary preparations, etc., \$125,000 capital stock, has been incorporated by Meyer C. Epstein, Philadelphia; Jacob Epstein, Philadelphia, and Joseph Cohen, Trenton.

National Talc Mining Corp. of America, Newark, N. J., mine for talc, etc., \$250,000 capital stock, has been incorporated by Albert Rose, Fred G. Rose and Jacob Fisovitz, all of Newark.

Gelbond's Prescription Pharmacy Inc., Newark, N. J.,



manufacture and deal in medicines, proprietary preparations, toilet articles, etc., \$25,000 capital stock, has been incorporated by Samuel Gelbond, Passaic; Celia Gelbond, Passaic, and Anna Silk, Newark.

Industrial Laboratories, Inc., Jersey City, alkalies, chemicals, soaps, disinfectants, etc., \$100,000 capital stock, has been incorporated by Carl W. von Helmolt, William G. Clarke and Frank E. Williamson, all of Jersey City.

Halo Co., Columbia, S. C., manufacture extracts, \$400,000 capital stock, has been organized by George E. Hair, of Mamberg, S. C., president, and E. M. Lowman, of Columbia, secretary.

#### IN MEMORIAM FOR DEPARTED FRIENDS

ALLEN, WILLIAM C., of Stafford Allen & Sons, essential oils, London, England, November, 1908.

BOOTH, EMERY T., perfumer, New York, November, 1911.

BROMUND, ERNEST A., manufacturer of wax products, New York, November, 1918.

BUEDINGEN, CARL, Buedingen Box & Label Co., Rochester, N. Y., November, 1908.

CUDAHY, MICHAEL, soaps, Chicago, November, 1910.

ECKERT, EDWIN G., flavoring extracts manufacturer, Hanover, Pa., November, 1914.

GATTEFOSSÉ, ROBERT, perfume expert and author, Lyons, France, died in the service, November, 1918.

GOWANS, JAMES H., of the Gowans Soap Co., Buffalo, N. Y., November, 1910.

HECKMAN, W. E., soaps, Covington, Ky., November, 1914.

HOVENDEN, ROBERT, manufacturer of toilet preparations, etc., London, England, November, 1908.

JAMES, DARWIN R., of D. R. James & Bro., flavoring extracts, etc., New York, November, 1908.

KELLER, JOHN H., Keller Soap Works, New Orleans, La., November, 1908.

KEMP, JAS. H., soaps, Cambridge, Mass., November, 1914.

KILLEEN, WM. H. R., brother of E. V. Killeen, vice-president Geo. Lueders & Co., New York, November, 1918.

KLINE, MAHLON N., of Smith, Kline & French Co., perfumery, drugs, etc., Philadelphia, Pa., November, 1909.

LANDER, THOMAS ALBERT, perfume manufacturer, Brooklyn, N. Y., November, 1908.

LAYAT, JOSEPH M., perfumer, St. Louis, November, 1913.

LEMERCIER, M., perfumer, November, 1908.

MAGNUS, PERCY C., of Magnus, Mabée & Reynard, essential oils, New York, November, 1916.

MARSH, CALEB W., one of the founders of the Goodwill Soap Co., Lynn, Mass., November, 1919.

SCHAEFFER, JACOB G., president Schaeffer Bros. & Powell Mfg. Co., soaps, St. Louis, November, 1917.

SCHMIDT, PHILIP, La Crosse (Wis.) Soap Works, November, 1907.

SPIEHLER, ADOLPH, of A. M. Spiehler, Inc., perfumes, Rochester, N. Y., November, 1909.

TATUM, CHARLES A., president of the Whitall-Tatum Company, New York and Philadelphia, November, 1920.

THOMAS, VINCENT B., president of Harriet Hubbard Ayer, Inc., New York, November, 1918.

TWITCHELL, SELDEN, of S. Twitchell & Co., soda water flavors, Philadelphia, November, 1917.

VOSBURGH, ERNEST A., manufacturer of toilet articles, Chicago, November, 1919.

WARREN, ALBERT C., secretary Warren Bros. Soap Co., Boston, Mass., November, 1916.

WELCH, JAMES H., long identified with the soap materials industry, New York, November, 1915.

WERK CASIMER L., son of Michael Werk, founder of the M. Werk Soap Co., Cincinnati, Ohio, November, 1919.

WIEHLE, ROBERT, soaps, Ironton, Ohio, November, 1913.

ZECH, CONRAD, secretary and treasurer of the Henderson Lithographing Co., Cincinnati, Ohio, November, 1918.

#### Obituary Notes

Ulysses B. Brewster, a pioneer New Jersey chocolate manufacturer, died Sept. 27, at Newark. He had been ill since stricken with apoplexy, May 9, 1920. He was born in New Haven on Christmas Day, 1841.

B. Stilling-Andersen, head of the Copenhagen (Denmark) and New York firms of that name, and well known in the oil and fats trade in this city and Europe, died in Denmark in September.

Richard Morton Shoemaker, president of Robert Shoemaker & Co., Inc., Philadelphia, wholesale drug firm, died September 8 at his apartment in the Delmar-Morris, Germantown, Pa. He was eighty-one years old.

#### Arthur Olcott Booth

Arthur Olcott Booth, a member of the board of directors and treasurer of the Dodge & Olcott Co., New York, died



ARTHUR OLCOTT BOOTH

suddenly November 9, at his home, 129 West 77th street, at the age of 33 years. Death was caused by heart disease. Mr. Booth was a grandson of George M. Olcott, one of the founders of the company. He was born in New York City and was educated at the Columbia Grammar School. In 1906 he joined the Dodge & Olcott Co., and in 1914 he was put in charge of the London branch of the company, where he remained for four years, returning to New

York to take charge of the foreign business of the company.

Mr. Booth married Miss Amy Humeston in 1913. Mrs. Booth died in November, 1918. One daughter, Janet, who is five years old, survives. The funeral was held Sunday, November 13, at the Church of the Holy Communion, New York.

#### Patent Rights in Czechoslovakia

The laws of Czechoslovakia are recognized by the United States Commissioner of Patents as affording to citizens of the United States privileges substantially reciprocal to the privileges accorded by the Nolan Act of March 3, 1921, and consequently the privileges specified in this act will be extended to citizens of Czechoslovakia. The Nolan Act, passed March 3, 1921, provided for an extension for a period of six months of priority rights for filing applications for patents for inventions and designs in those cases where these rights had not expired on Aug. 1, 1914, or where rights have arisen since that time.

#### "Pays for Itself Many Times Over."

(From Dr. Frederick Falk, 607 State Life Bldg., Indianapolis, Ind.)

I enclose herewith money order for \$2 for my subscription for 1920. Could not get along without THE PERFUMER. It pays for itself many times over.



## PATENTS AND TRADE MARKS

124208 **ARISTO**  
 127332 **APPYRHOE**  
 129616 **Minnie's Hair Off**  
 131728 **SHANDOWN**  
 133031 **SCALPURA**  
 133192 **L'ORÉAL**  
 135191 **ESCOLITE**  
 135229 **BON LOOK**  
 139727 **REK**  
 143362 **ROISKREME**  
 143967 **LEMONIES**  
 144115 **MECCA**  
 144706 **JOLLY TAR**  
 144711 **CAMPANA**  
 144718 **MANDS**  
 144719 **IONPOO**  
 146749 **CHA**  
 147024 **HARGIE**  
 147034 **LESSOAP**  
 147039 **NUCHARY**  
 147042 **Baby's Need**  
 147043 **ALANORA**  
 147044 **GIRLY GIRL**  
 147045 **CADORE**  
 147046 **MYO-SAN**  
 147047 **MEMBREX**  
 147048 **LOV-LOR**  
 147049 **NEAT LAUNDRY**  
 147050 **FLOATING SOAP**  
 147051 **DENZONA**  
 147052 **WIL-GRO**  
 147053 **COR D'OR**  
 147054 **OUTCLIPSE**  
 147055 **SUCCO**  
 147056 **ALCOH-OIL**  
 147057 **DIAMOND DENT**  
 147058 **WI-ALC**  
 147059 **ROYD**  
 147060 **SCOURING POWDERS**  
 147061 **TOOTH PASTE**

## NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are those applied for under the Act of Feb. 20, 1905, and have been passed to publication.

The Designs Patented are those whose numbers are preceded by "D."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,  
Perfumer Pub. Co. 14 Cliff St., New York.

TRADE-MARK REGISTRATIONS APPLIED FOR  
(Act of Feb. 20, 1905.)

124,208.—The Fox River Company, Elgin, Ill. (Filed Oct. 27, 1919. Used since March 25, 1919.)—Scouring-Powders for Cleaning Wood, Metal, Enameled, and other Glossy Surfaces, and Soaps.

127,332.—Robert W. Rennie, Detroit, Mich. (Filed Jan. 19, 1920. Used since June 1, 1918.)—Dentifrices—Namely, Tooth-Paste.

129,616.—Minnie Wunder, Los Angeles, Cal. (Filed March 12, 1920. Used since 1915.)—A Superfluous Hair Remover.

131,728.—Louis B. Franchina, Cleveland, Ohio. (Filed Apr. 28, 1920. Used since Feb. 1, 1920.)—Hair-Tonics.

133,031.—Usit Manufacturing Company of America, Inc., New York, N. Y. (Filed May 27, 1920. Used since about June 5, 1919.)—Face-Powder and Wrinkle-Cream.

133,192.—Soap Manufacturers Sales Company, San Francisco, Cal. (Filed June 2, 1920. Used since Apr. 24, 1920.)—Soaps.

135,141.—David A. Eberly, Alameda, Cal. (Filed July 19, 1920. Used since March 20, 1920.)—Castile-Soap.

135,229.—The Bon I. Look Stores Company, Denver, Colo.



(Filed July 21, 1920. Used since Jan. 15, 1920.)—Flavoring Extracts for Foods.

139,727.—Madame C. J. Walker, Inc., Chicago, Ill. (Filed Nov. 16, 1920. Used since Sept. 10, 1920.)—Toilet Preparations Entitled as follows: Hair-Shampoo, Hair-Grower, Temple-Grower, and Salve for Diseased Scalps.

140,764.—The Madam C. J. Walker Manufacturing Co., Indianapolis, Ind. (Filed Dec. 7, 1920. Used since May 1, 1920.)—Toilet Preparations Including Hair-Tonic, Hair Preparation, Toilet Water, Cold-Cream, Cleansing Cream, Vanishing Cream, Witch-Hazel Jelly, Superfine Face Powder, Rouge, Talcum Powder, and Dental Cream.

142,083.—Rena P. King, Shelby, Miss. (Filed Jan. 11, 1921. Used since July 1, 1920.)—Pressing-Oil, Hair-Grower, Tetter Remedy, Temple-Grower, Liquid Shampoo, Face-Cream, Shampoo Cream, Perfume, and Cold-Cream.

143,362.—David Le Roy Rittenhouse, Norristown, Pa. (Filed Feb. 9, 1921. Used since Dec. 1, 1919.)—Skin-Lotion.

143,505.—Florence N. Lewis, New York, N. Y. (Filed Feb. 12, 1921. Used since Sept. 3, 1920.)—Toilet Soaps.

143,966.—Ida J. Tetlow, Philadelphia, Pa. (Filed Feb. 23, 1921. Used since Oct. 5, 1918.)—Powder Puffs.

143,967.—Ida J. Tetlow, Philadelphia, Pa. (Filed Feb. 23, 1921. Used since Oct. 5, 1918.)—Powder Puffs.

144,115.—Western Hair Goods Co., Chicago, Ill. (Filed Feb. 26, 1921. Used since Nov. 1, 1920.)—Hair Dye Remover.

144,158.—E. Schueller, Paris, France. (Filed Feb. 28, 1921. Used since Sept. 1, 1908.)—Dyes for Hair and Beard, Lotions for Skin and Hair, Dentifrices, Perfumery, and Materials for Coloring the Flesh.

144,706.—The Bloch Chemical Company, Inc., New York, N. Y. (Filed March 14, 1921. Used since December, 1917.)—Preparation Used in the Treatment of the Scalp.

145,226.—Mecca Medicinal Products Company, Rochester, N. Y. (Filed March 25, 1921. Used since January, 1917.)—Hair-Washes.

146,431.—Edward S. Givens, Kansas City, Mo. (Filed April 20, 1921. Used since Jan. 1, 1920.)—Toilet Preparation—Namely, Face-Lotion.

146,717.—George U. Lipshulch, Chicago, Ill. (Filed April 25, 1921. Used since Feb. 15, 1921.)—Vanilla Flavor, Terpeneless Extract of Lemon, Pure Vanilla Extract, and Concentrated Extract of Lemon.

147,016.—H. G. Dahl, Oakland, Cal. (Filed April 30, 1921. Used since Feb. 23, 1921.)—Soap.

147,024.—Nicles Hartofelis, Manchester, N. H. (Filed April 30, 1921. Used since Feb. 1, 1921.)—Face-Cream.

148,471.—Clara Wiggins, Tampa, Fla. (Filed May 31, 1921. Used since January 1919.)—Hair-Grower.

148,813.—Oriental Products Importing Co., Syracuse, N. Y. (Filed June 7, 1921. Used since Jan. 15, 1921.)—Olive-Oil.

148,929.—John Cetrulo, Arlington, N. J. (Filed June 10, 1921. Used since April 1, 1921.)—Hair-Grower.

148,984.—The Electric Smelting & Aluminum Co., Inc., Lockport, N. Y. (Filed June 11, 1921. Used since June 27, 1919.)—Soluble Chemical Compounds for Use as Detergents.

149,121.—The Bailey Co., Cleveland, Ohio. (Filed June 14, 1921. Used since May 1, 1921.)—Toilet Water, Skin Lotions, Face-Creams, Vanishing Cream, Brilliantine, Hair-Dressing, Talcum, Vanity-Rouge, Vanity-Powder, Face-Powder, Cucumber Cream, Benzoin and Almond Lotion, Lilac Vegetal, Bandolin, Lemon Cream, Cold-Cream, Massage-Cream, Cocoa-Butter Cream, Quinin Tonic, Bath-Salts.

149,198.—M. & S. Co., New York, N. Y. (Filed June 15, 1921. Used since November, 1920.)—A Massage-Cream for Softening and Beautifying the Skin.

149,333.—The Lowell Company, Lowell, Mass., and New York, N. Y. (Filed June 18, 1921. Used since May 2, 1921.)—Face-Creams, Cleansing-Creams, Vanishing Creams, Face-Lotions, Face-Astringents, Rouges, Face-Powders, Talcum Powders, Lip-Sticks, Hair-Tonics, Hair-Lotions, Hair-Shampoos, Hair-Depilatories, Preparations for Stif-

fening Eyelashes, Eyebrow-Pencils, Eye-Lotions, Perfumes, Toilet Waters, Nail-Polishes, Nail-Creams, and Chemicals Suitable for Cuticle-Removers.

149,334.—The Lowell Company, Lowell, Mass., and New York, N. Y. (Filed June 18, 1921. Used since May 2, 1921.)—Face-Creams, Cleansing-Creams, Vanishing Creams, Face-Lotions, Face-Astringents, Rouges, Face-Powders, Talcum Powders, Lip-sticks, Hair-Tonics, Hair-Lotions, Hair-Shampoos, Hair-Depilatories, Preparations for Stiffening Eyelashes, Eyebrow Pencils, Eye-Lotions, Perfumes, Toilet Waters, Nail-Polishes, Nail-Creams, and Chemicals Suitable for Cuticle-Removers.

149,335.—The Lowell Company, Lowell, Mass., and New York, N. Y. (Filed June 18, 1921. Used since May 2, 1921.)—Face-Creams, Cleansing-Creams, Vanishing Creams, Face-Lotions, Face-Astringents, Rouges, Face-Powders, Talcum Powders, Lip-Sticks, Hair-Tonics, Hair-Lotions, Hair-Shampoos, Hair-Depilatories, Preparations for Stiffening Eyelash, Eyebrow-Pencils, Eye-Lotions, Perfumes, Toilet Waters, Nail-Polishes, Nail-Creams, and Chemicals Suitable for Cuticle Removers.

149,377.—Jeannette G. Brown, Chicago, Ill. (Filed June 20, 1921. Used since June 2, 1921.)—Liquid Face-Powder.

149,416.—Noyes Bros. & Cutler, Incorporated, St. Paul, Minn. (Filed June 20, 1921. Used since June 4, 1921.)—A Cleaning Preparation in Powdered Form Having Water-Softening Properties.

149,489.—Jean Senegas, New York, N. Y. (Filed June 21, 1921. Used since July 14, 1920.)—Nail-Polish.

149,524.—W. E. Riley & Company, Bristow, Okla. (Filed June 22, 1921. Used since Sept. 1, 1920.)—Hair-Restorer.

149,586.—Alice G. Gomillion, Lonoke, Ark. (Filed June 24, 1921. Used since 1918.)—An Ointment for Treating the Scalp.

149,615.—Wauchula Chemical Company, Wauchula, Fla. (Filed June 24, 1921. Used since Apr. 9, 1921.)—Hair-Tonics.

149,627.—Cupid Beauty Company, New York, N. Y. (Filed June 25, 1921. Used since May 23, 1921.)—Bleach-Creams, Beauty-Creams, Cold-Creams, Cleansing-Creams, Face-Powders, Compact Face-Powders, Liquid Face-Powders, Compact Rouges, Liquid Rouges, Talcum Powders, Eyebrow and Eyelash Growers, Eyebrow Pencils, Eye-Drops, Face-Bleaches, Hair-Salves, Shampoos, Skin-Lotions, Hand-Lotions, Lip-Sticks, Bath-Salts, Witch-Hazel Salves, a Chemical Preparation Suitable for Cuticle Removers, Nail Polishes, Nail-Bleaches, Toilet Waters and Perfumes.

149,663.—John Wanamaker, New York, N. Y. (Filed June 25, 1921. Used since Feb. 5, 1909.)—Perfumes, Sachets, Toilet Waters, Face-Powders, and Talcum Powders.

149,665.—John Wanamaker, New York, N. Y. (Filed June 25, 1921. Used since Feb. 5, 1909.)—Perfumes, Sachets, Toilet Waters, Face-Powders, and Talcum Powders.

149,691.—East & West Trading Corporation, New York, N. Y. (Filed June 27, 1921. Used since December, 1920.)—Henna Shampoo.

149,717.—Lena O. Nodsle, Fort Leavenworth, Kans. (Filed June 27, 1921. Used since March 20, 1921.)—Shampoo.

149,916.—Max Levinstein, Brooklyn, N. Y. (Filed July 1, 1921. Used since June 14, 1921.)—Beauty-Creams.

149,940.—V. Vivaudou, Inc., New York, N. Y. (Filed July 1, 1921. Used since June 22, 1921.)—Face-Powders, Talcum Powders, and Toilet Powders.

150,014.—Pauline H. Jackson, Birmingham, Ala. (Filed July 5, 1921. Used since May 27, 1921.)—Hair-Toner.

150,156.—Mable Rowe, Detroit, Mich. (Filed July 8, 1921. Used since April 20, 1921.)—Hair-Tonic.

150,212.—Armstrong Chemical Company, Washington, D. C. (Filed July 11, 1921. Used since July 1, 1921.)—Hair-Restorative.

150,213.—Joseph H. Bishop, Baltimore, Md. (Filed July 11, 1921. Used since July 7, 1921.)—Hair-Tonic.

150,215.—Cheramy, Inc., New York, N. Y. (Filed July 11, 1921. Used since June 11, 1921.)—Perfumes, Sachets, Talcum Powder, Face-Powder, Cold-Cream, Rouge, Brilliantine, and Toilet Water.

150,216.—Cheramy, Inc., New York, N. Y. (Filed July



11, 1921. Used since June 11, 1921.)—Perfumes, Sachets, Talcum Powder, Face-Powder, Cold-Cream, Rouge, Brilliantine and Toilet Water.

150,217.—Cheramy, Inc., New York, N. Y. (Filed July 11, 1921. Used since June 11, 1921.)—Perfumes, Sachets, Talcum Powder, Face-Powder, Cold-Cream, Rouge, Brilliantine and Toilet Water.

150,218.—Cheramy, Inc., New York, N. Y. (Filed July 11, 1921. Used since June 11, 1921.)—Perfumes, Sachets, Talcum Powder, Face-Powder, Cold-Cream, Rouge, Brilliantine and Toilet Water.

150,220.—Cheramy, Inc., New York, N. Y. (Filed July 11, 1921. Used since June 11, 1921.)—Perfumes, Sachets, Talcum Powder, Face-Powder, Cold-Cream, Rouge, Brilliantine and Toilet Water.

150,256.—The Sanitas Company, Inc., Jersey City, N. J., and Brooklyn, N. Y. (Filed July 11, 1921. Used since May 3, 1921.)—A Preparation consisting of an Antiseptic Jelly for Colds in the Head, Catarrh, and Prevention of Infection; a Mouth-Wash, a Gargle and Nasal Spray, a Salve to be Applied to the Chest as a Counter-Irritant and to Loosen Up Congestion, a Lotion to be Applied to the Skin as a Soothing and Strengthening Tonic, and a Shampoo.

150,362.—Lewis Brothers, Inc., New York, N. Y. (Filed July 14, 1921. Used since January, 1921.)—Hair-Dressing.

150,523.—Electro Chemical Refineries, Inc., Chicago, Ill. (Filed July 18, 1921. Used since June 6, 1921.)—A Solvent and Menstruum and Substitute for Ethyl Alcohol.

150,575.—Maurice J. Tehan, Springfield, Ohio. (Filed July 18, 1921. Under ten-year proviso. Used since July, 1886.)—A Toilet Preparation for External Application to the Skin to Improve and Beautify the Complexion and for Medicinal Use by Such Application in Cases of Skin Eruptions.

150,610.—Marie Marthe Richard Vve., Grenoville, Asnieres, France. (Filed July 19, 1921. Used since 1920.)—Perfumes, Toilet Waters, Face-Lotions, Eau-de-Cologne, and Brilliantine.

150,857.—Fantis and Cutsorgeorge, New York, N. Y. (Filed July 23, 1921. Used since May 26, 1921.)—Olive-Oil.

150,873.—Marie Djang-Lure Co., Seattle, Wash. (Filed July 23, 1921. Used since March 14, 1921.)—Toilet (Face) Powder.

150,893.—Frances Fox Laboratories, Incorporated, New York, N. Y. (Filed July 25, 1921. Used since June 1, 1921.)—Soap for Hair and Skin.

151,062.—The Pryorr-Lariz Company, St. Louis, Mo. (Filed July 28, 1921. Used since about July 22, 1921.)—Tooth-Paste.

151,097.—C. T. Perry & Company, Helena, Mont. (Filed July 29, 1921. Used since July 15, 1921.)—Laundry Soap.

151,141.—Birch Chemical Company, Columbus, Ohio. (Filed July 30, 1921. Used since Jan. 1, 1921.)—Liquid Dentifrices.

151,564.—Abraham Schwab, Memphis, Tenn. (Filed Aug. 8, 1921. Used since Aug. 3, 1921.)—Toilet Soap.

151,666.—Fitzpatrick Bros., Chicago, Ill. (Filed Aug. 11, 1921. Used since about the middle of July, 1921.)—Soap.

151,748.—Bauer & Black, Chicago, Ill. (Filed Aug. 13, 1921. Used since May 28, 1921.)—Soap.

151,799.—James S. Kirk & Company, Chicago, Ill. (Filed Aug. 15, 1921. Used since on or about September, 1900.)—Soap.

152,355.—Western Industries Co., San Francisco, Cal. (Filed Aug. 29, 1921. Used since May 15, 1921.)—Ethyl Alcohol.

## DESIGNS PATENTED

59,479. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,804. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,480. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,805. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,481. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,806. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,482. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,807. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,483. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,808. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,484. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,809. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,485. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,810. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,486. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,811. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,487. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,812. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,488. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,813. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,489. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 25, 1920. Serial No. 391,814. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,490. Powder-Container or Similar Receptacle. Clen S. Humphrey, Brooklyn, N. Y. Filed June 26, 1920. Serial No. 392,100. Term of patent 7 years.

The ornamental design for a powder container or similar receptacle as shown and described.

59,491. Doll. Edna A. Hutchison, Independence, Mo. years.

Filed July 5, 1921. Serial No. 482,609. Term of patent 3½ years.

The ornamental design for a doll, as shown.





## FOREIGN CORRESPONDENCE AND MARKET REPORT

### AUSTRALIA

**CITRUS-OIL FACTORY.**—A factory has been established in New South Wales for the extraction of orange, lemon and other essential oils and for the manufacture of calcium citrate, etc., writes Trade Commissioner A. W. Ferrin.

### BULGARIA

**OTTO OF ROSE.**—The future of this perfume material is something no one can foretell. The Bulgarian merchant-exporters, who are scarcely growers at all, and only distillers in some cases of a small part of the crop, are bitterly opposed to the apparent intention of the Government, which is largely composed of men favoring the agricultural interests, to turn the industry into a state monopoly. In the meantime the dealers are offering the new crop oil, which is of excellent quality, and which appears to be steadily absorbed by users.

### CZECHOSLOVAKIA

**FOREIGN TRADE RESTRICTIONS RELAXED.**—Trade Commissioner V. A. Geringer, at Prague, reports that effective October 1, export restrictions have been cancelled on the country's principal products, including spices, perfumed waters, essential oils, fats and oils, candles and soap, perfumed vinegars, alcoholic aromatic essence, perfumery and cosmetics.

### FRANCE

**FRENCH FLOWER GROWERS' CONFERENCE.**—According to M. Aussel, the secretary of the "Ligue Florale," in a paper read at the Congress of the Agricultural and Horticultural Associations of the Alps and Provence, the recent customs revision has resulted very prejudicially for the whole region. While before the war French exports of flowers far exceeded those of Italy, the latter has now become the flower country of Europe. The change in the tariff has caused Italy to export considerable quantities of flowers to France, and unless a duty of two francs per kilo were imposed, the results would be very serious for the French flower growers. The meeting adopted appropriate resolutions.

### GERMANY

**GERMANY'S PROGRESS TO RECOVERY.**—Two recent Government decrees show that Germany is well on the way towards a return to normal conditions. The first is the removal of the restrictions on the use of camphor, introduced February 16, 1917, and the second decree, issued by the Hessian and Prussian Governments, refers to the use of a number of substitutes in the preparation of official compounds during the war, in consequence of the shortage or

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### THE MARKET

#### Essential Oils, Aromatics, Chemicals, Etc.

A returning tide of optimism is everywhere apparent throughout essential oil markets where the feeling is gaining ground that the last of the long period of depression has been passed and that values generally are now on a safe competitive basis. The price trend is still irregular to be sure, but this serves mainly to accentuate the many strong spots brought about by increased costs of raw material and higher replacements. The healthier aspects of the market has given consumers cause for operating on a larger scale. Were there fewer restraints, the market would no doubt become even more buoyant. The ups and downs of the period under review are about a fifty-fifty proposition and can scarcely be considered as a true barometer of the extent of the improvement which has taken place. In the opinion of best authorities most of the important oils are scraping bottom. Many of the essential oils used in the soap and perfumery industry have started on the up trend. Others are being pressed for sale under competitive conditions which cannot exist for long.

Assurances that the Emergency Tariff Act will be extended until 1922, when it is expected it will be superseded by the permanent tariff, has added no small degree of confidence to the manufacturer who believes consumers will be more likely to buy if he is certain the market will not be broken by cheap imports for several months. Another strong argument which has been introduced is the proposal to increase the tax on alcohol which is believed will result in encouraging consumers to increase their stocks of finished products.

The overseas situation, than which nothing was more discouragingly regarded up to the middle of November, has suddenly taken on a more roseate hue co-incidental with the Conference on the Limitation of Armaments. The Washington conference, it is believed, will decide the question of whether American business is to obtain any substantial relief from the heavy taxes under which it is now struggling. The huge and wasteful expenditures on military and naval programs are in themselves sources of mutual distrust between the nations, and no effort will be spared to make the present effort a success so that rehabilitation will be possible overseas, which will in turn enable this country to enjoy the full measure of its prosperity. Strength exhibited during the period in sterling, Dutch and Swiss exchange was offset by the violent decline in the value of the mark. Industrial activity in Germany continues at a record breaking rate, however, although conditions in Austria appear to be going from bad to worse, while Russia and some of the near Eastern countries must face still greater troubles before forward strides are possible.

In reverting to specific price developments, the outstanding feature is undoubtedly the sharp jump in ylang-ylang, amounting to \$8@10 a pound, which was induced by the sharp advance in silver. Sandalwood oil also registered a noteworthy advance, the sharp appreciation of sterling exchange having augmented costs of importation from India. The appreciation in clove oil was based on the virtual clearance from the spot market of all holdings of the spice. Cananga, anise and Ceylon citronella oils have stiffened along with the higher sterling exchange market, while linaloe has declined about 50 cents owing to a commen-

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# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

## ESSENTIAL OILS

Almond, Bitter, per pound.	\$6.25-\$6.75
Almond, S. P. A.	6.50-7.00
French "sweet"	.45-.50
English	.60-.70
Almond, F. F. C. "art"	1.90-2.10
Almond, Sweet True	.45-.50
Almond, Peach Kernel	.30-.32
English	.65-.70
Amber, crude	1.10-1.25
Amber, Rectified	1.40
Amyris balsamifera	4.25-4.50
Anise	.65-.75
Aspic (spike) Spanish	1.10-1.20
French	1.75-2.00
Bay, Porto Rico	4.25-4.50
West Indies	2.75-3.00
Bergamot, 35-36 per cent.	5.50-5.75
Birch (Sweet)	2.50-3.50
Birchtar, Crude	2.25-2.50
Birchtar, Rectified	5.00
Bois de Rose, Femelle	3.00-3.75
Cade	.70-.75
Cajeput, Native	.75-.85
Calamus	5.50-5.75
Camphor, Jap, "white"	.28-.30
Cananga, Java	3.00-3.25
Cananga, Java, Rectified	4.25-4.50
Caraway Seed	1.75-2.00
Cardamon, Ceylon	22.00
Carvol	3.50-3.75
Cassia, 75-80% Technical	1.20-1.25
Cassia, lead free	1.30
Redistilled	1.65-1.75
Cedar Leaf	.85-1.10
Cedar Wood	.40-.45
Celery	11.00
Cinnamon, Ceylon	19.25-19.50
Citronella, Ceylon	.38-.40
Citronella, Java	.75-.80
Cloves, Bourbon	2.50
Cloves, Zanzibar	2.45-2.60
Copaiba	.65-.70
Coriander	9.75-10.00
Croton	1.15
Cubeb	7.00-7.25
Cumin	5.50-5.75
Dillseed	4.25-4.50
Erigeron	2.00-2.25
Eucalyptus, Aus., 70%	.55-.60
Fennel, Sweet	1.85-1.90
Geranium, African	4.50-5.00
Geranium Bourbon	4.00-4.25
Geranium, Turkish (palma rosa)	4.25
Ginger	6.75-7.00
Gingergrass	3.25-3.50
Guaiac (Wood)	6.00
Hemlock	.80-.85
Juniper, Berries, Rectified	2.00-2.25
Lavender, English	32.00
Lavender U. S. P. "IX"	4.25-4.50
Lavender U. S. P. "VIII"	3.75-4.00
Lemon	.75-.80
Lemongrass	1.25
Limes, distilled	.60-.65
Limes, expressed	3.25-3.50
Linaloe	2.75-3.00
Mace, distilled	1.25-1.30
Mirbane	.18-.19
Mustard, genuine	20.00
Mustard, artificial	3.50-3.75
Neroli, Bigarde, Petale Ex.	340.00
Neroli, Bigarde	300.00

Neroli, Bigarde, Italian	110.00-120.00
Nutmeg	1.20-1.25
Opoponax	
Orange, bitter	2.25-2.35
Orange, sweet, West Indies	2.50-2.75
Orange, sweet, Italian	3.25-3.50
Origanum	.30-.40
Orris Root, concrete, foreign (oz.)	5.75-5.90
Orris Root, concrete, domestic (oz.)	4.50-5.00
Orris Root, absolute (oz.)	57.00
Parsley	3.50-3.75
Patchouly	11.00-12.00
Pennyroyal, American	2.15-2.40
Pennyroyal French	1.35-1.60
Peppermint	1.85-2.00
Peppermint, redistilled	2.15-2.25
Petit Grain, So. American	2.50
Petit Grain, French	8.00-10.00
Pimento	2.50-2.60
Pine Needles, from Pinus Sylvestris	2.50
Rose, Bulgaria	8.00-9.00
Rose, Turkish	7.50-8.50
Rose, French	15.00-18.00
Rosemary, French	.65-.70
Rosemary, Spanish	.55-.60
Rue	4.00
Sage	4.75
Sandalwood, East India	7.25-7.50
Sassafras, artificial	.55-.58
Sassafras, natural	1.10-1.20
Savin, French	5.50-6.00
Snake Root	22.00
Spearmint	2.85-3.00
Spruce	.90-1.00
Tansy	8.00
Thyme, French, red.	1.25-1.30
Thyme, French, white	1.50
Thyme, Spanish, red.	1.40
Vetivert, Bourbon	5.25-5.50
Java	30.00
Wintergreen (genuine gaultheria)	5.00-5.25
Wormseed	3.50
Wormwood	12.00-13.00
Ylang-Ylang, Manila	38.00-40.00
Ylang-Ylang, Bourbon	12.00-12.50

## DERIVATIVES AND CHEMICALS

Acetophenone	5.75
Amyl Salicylate, dom.	1.40-1.50
Amyl Salicylate, for.	2.50-3.00
Anethol	1.85-1.90
Anisic Aldehyde, foreign	4.50-4.75
Domestic	6.75
Benzaldehyde, domestic	1.50-1.75
Benzaldehyde, F. F. C. domestic	1.80-1.90
Benzyl Acetate, domestic	1.50
Benzyl Acetate, foreign	1.85-2.00
Benzyl Alcohol	2.25
Benzyl Benzoate	1.75
Borneol	3.50
Bornylacetate	5.00
Bromstyrol	6.50
Carvol	3.50-3.75
Cinnamic Acid	3.50-4.00
Cinnamic Alcohol	12.00-13.00
Cinnamic Aldehyde	4.50-4.75
Citral C. P.	4.25-4.50
Citronellol, domestic	14.00
Citronellol, foreign	12.00
Cumarin, natural	12.50-15.00

Cumarin, artificial, domestic	4.00-4.50
Cumarin, artificial, foreign	4.75
Diphenylmethane	2.25-2.50
Diphenyloxide	1.25-1.35
Ethyl Cinnamate	5.50
Eucalyptol	.95-1.00
Eugenol	4.25-4.50
Geraniol, domestic	3.00
Geraniol, foreign	3.75-4.00
Geranyl-Acetate	5.50
Heliotropin, domestic	3.00-3.25
Indol, C. P. (oz.)	12.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	6.25
Linalool	6.25-6.50
Linalyl Acetate	8.25-8.50
Linalyl Benzoate	nominal
Methyl Anthranilate	4.50-4.75
Methyl Cinnamate	5.00-5.50
Methyl Heptenone	9.00
Methyl Heptene Carbon	80.00-90.00
Methyl Paracresol	12.50-15.00
Methyl Salicylate	.35-.40
Musk Ambrette	19.00-20.00
Musk Ketone	12.00-14.00
Musk Xylene	2.75-3.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	8.50-9.00
Phenylethyl Alcohol	6.00-7.00
Phenylacetic Acid	4.50
Rhodinol, domestic	18.00
Rhodinol, foreign	20.00
Safral	.75
Skatol, C. P. (oz.)	57.00
Terpineol, C. P., domestic	.50
Terpineol, C. P., imported	.80-.85
Terpinyl Acetate	1.75-2.50
Thymol	5.50-5.75
Violet, artificial	8.00
Vanillin	.60-.62

## BEANS

Tonka Beans, Para	.95-1.00
Tonka Beans, Angostura	1.35-1.40
Vanilla Beans, Mexican	5.50-7.00
Vanilla Beans, cut	4.75
Vanilla Beans, Bourbon whole	2.75-3.25
Vanilla Beans, Bourbon cut	2.50-2.75
Vanilla Beans, Tahiti yellow label	1.75-1.85
Green label	1.70-1.80

## SUNDRIES

Alcohol cologne spirits	4.75
gallon	
*Ambergris, black (oz.)	8.00-12.00
Ambergris, gray	28.00
Chalk, precipitated	.03-.05
Civet horns (oz.)	3.00
Lanolin hydrous	.12-.13
Lanolin anhydrous	.16-.17
Menthol	4.85-5.00
Musk, Cab., pods (oz.)	nominal
Musk, Cab., grains (oz.)	nominal
Musk, Tonquin, grains (oz.)	48.00
Musk, Tonquin, pods (oz.)	19.00-20.00
Orris Root, Florentine, whole	.9-1.0
Orris Root, powd. and gran.	.12-.13
Rice Starch	.10-10½
Talc, Italian (ton)	40.00-45.00
Talc, French (ton)	22.50-30.00
Talc, domestic (ton)	18.00-20.00

\*Nominal.



## THE MARKET

(Continued from page 408)

surate reduction in first costs of bois-de-rose femelle. The following products are held higher: almonds, anise, birch-tar, cassias, geranium, mace, orange, pimentos, rose, snake root, and wintergreen, while an easier situation prevails in birch, cade, carvol, celery, copaiba, coriander, cumin, dill, erigeron, fennel, juniper, lavender, limes, sassafras, spear-mint, vetivert and wormwood.

Replacement costs on sweet orange oil shot up along with the receipt of larger orders from American importers who have submitted several bids calling for large quantities. After a period of irregularity reflecting the wildly fluctuating Italian exchange rates, lemon oil rests where it was a month ago. Some of the French flower products are available at concessions of 25 to 75 cents, this applying to African geranium, lavender, and Bourbon vetivert. Of the domestic productions, mint oil has continued in weak shape owing to pressure of offerings from seats of production, which has weakened spot views still further. Wormseed has hit a high water mark of \$3.50, but doubt is expressed as to whether the improvement can be sustained in view of the fact that a large crop was harvested so that a big carry over may again turn the market in buyers' favor.

## Aromatic Chemicals

That manufacturing consumers of synthetic aromatic chemicals can safely figure on a substantial advance within the near future is the consensus voiced in leading manufacturing quarters. It is a safe gamble that producers are not going to continue doing business at a loss much longer. Many of their productions have been selling below the actual cost of placing them on the market. Now, however, that there obtains what is in many quarters regarded as an air tight embargo against importation of foreign synthetic perfume products, there is every indication of a higher market for domestic productions. So rigidly has the so-called Emergency Tariff Act been administered that the terms of its application have unjustly been extended to products of natural extraction such as citral, geraniol, linalool and others. Under these conditions it is but natural that the market should have done a "right about" and is now headed for higher territory.

In contrast to the restricted scale of operations prevailing for the first ten months of the current year it is now reported that American producers are maintaining a fairly full production of all kinds of aromatic chemicals.

## Vanilla Beans

An extremely strong outlook continues to pervade the market for vanilla beans, with indications that only about one-half as many new crop Mexican vanilla beans will be available next Spring as were brought to the market this season. The remaining stocks of Mexican vanilla are concentrated in very strong hands, it is pointed out, and it is generally felt that they will be inadequate to go round for the balance of the consuming season. Dealers have generally maintained a price of \$6@7 for Mexican whole beans and \$4.50@4.75 for the cuts.

New crop Bourbon vanilla beans are only just making their appearance in the Marseilles market from producing points. Already Europe has been a fairly heavy buyer of these beans at the French port. It is felt that Bourbon vanilla could be a good deal higher than the present price level of \$2.25@2.75, especially in view of the higher prices prevailing for Mexican vanilla.

Turnovers of 1,000 to 5,000 pounds lots have been reported in this market, and prices have generally ruled quite strong according to the quality of beans wanted. South American beans naturally felt the stimulus imparted by the rise in the Mexican and Bourbon varieties and have been advanced by a number of importers to \$4.25@4.50 on spot. The necessity for using care in the purchase of vanilla beans has been urged upon buyers as instances have come under review where Mexicans were proffered as low as \$4.50, but on examination were found to be Bourbon beans, packed to resemble Mexicans.

## FOREIGN CORRESPONDENCE

(Continued from page 408)

absence of a number of raw materials. Requirements of the Pharmacopoeia must now be strictly adhered to.

## INDIA

OILS.—The main features of India's trade in oils during 1919 were an increase in the exports of cocoanut and linseed oils, and a decrease in castor oil. Ceylon copra, which was imported in large quantities, was crushed in India, and the exports of cocoanut oil in the year exceeded 7,000,000 gallons, as against 3,000,000 gallons in the preceding year, and nearly 1,750,000 gallons the pre-war average. Eighty per cent. of the total quantity was shipped to the United Kingdom, and the remainder went mainly to Italy and Egypt.

## ITALY

OLIVE CROP OF SOUTHERN ITALY.—Consul Coert du Bois, Naples, says: The 1921 olive crop in southern Italy is estimated to be an increase of 50 per cent over that of last year, or 7,702,500 quintals (1 quintal = 220.46 pounds). Ordinarily the proportion of oil varies from 20 per cent to 40 per cent, according to the quality of the fruit. In addition to the new crop, it is reported that there has been a large proportion of last year's crop carried over because of the export prohibition and strict price regulation imposed by the Italian Government. Prior to September 1 the 1921 exports of olive oil from Italy to the United States amounted to 56,268 gallons, valued at \$104,441. Dealers are said to be holding back stocks for higher prices, which they believe can be obtained in France or Germany.

## PHILIPPINES

BRANCH OF U. S. BUREAU.—George L. Logan, manager, announces the establishment in Manila of the Philippine District Office of the United States Bureau of Foreign and Domestic Commerce, with temporary quarters in the Ayuntamiento, the executive building of the Insular Government.

## SPAIN

FREE ADMISSION OF GOODS FOR BARCELONA FAIR.—According to a Royal Order, published in the official *Gaceta de Madrid*, all products and exhibits temporarily imported into Spain to be entered in the third Barcelona samples fair, will be exempt from the payment of customs duties if cleared through the Spanish customs at Barcelona, Port Bou, and Badajoz through the official agent of the fair, Sres. Rafols y Cortinas. This fair will be held at Barcelona March 15 to 22, 1922.

FURTHER RELAXATION OF EMBARGO ON OLIVE OIL.—The Spanish Government has authorized the exportation of 18,000 tons of olive oil in addition to the 50,000 tons previously provided for by previous decrees.

## SWITZERLAND

TRADE WITH AMERICA.—Switzerland's exports of perfumery to the United States in 1920 amounted to \$815,160 as against \$383,548 in the previous year. Imports of fats and oils from the United States in 1920 were valued at \$4,534,580, almost the same as in 1919, which two years can be compared with 1913, when the value was \$1,797,192.





### N. K. FAIRBANK CO. LEAVES CHICAGO

After fifty-six years in Chicago, the N. K. Fairbank Co., manufacturer of soaps and washing powders, has closed the plant at Wentworth avenue and Eighteenth street. The Fairbank Co., which was incorporated as a subsidiary of the American Cotton Oil Co., in 1875, will continue the manufacture of its products at more modern plants of the organization in New York, New Orleans and St. Louis. The firm was established by N. K. Fairbank, then a partner in the firm of Smalley, Peck & Co., in 1865.

The Chicago plant just closed covers four city blocks. The property has been placed in the hands of real estate agents to be sold. The buildings of factory construction have over 600,000 feet of floor space and the steel tanks in the plant have a capacity of little less than 6,500,000 gallons.

The plants at New York, St. Louis and New Orleans have been so enlarged, it is stated, that the work formerly done at the Chicago plant can be handled in those cities. The business office in the Conway building in Chicago, will be continued.

### FIGHTING VEGETABLE OIL TARIFF

The Bureau of Raw Materials of the American Vegetable Oils and Fats Industries has not let up in its battle against the import tax on vegetable oils, despite the fact that the Emergency Tariff has been enacted until superseded by the permanent tariff whenever that shall become a law. The passage of the emergency bill, states John B. Gordan for the Bureau, simply means that "the vegetable oil industries are being needlessly enjoined from importation of their raw materials while the farmer gains nothing.

"Opposition to the Emergency bill was of course only of preliminary nature as our real fight is against the permanent tariff which carries prohibitive duties upon twenty animal and vegetable oils against only four in the Emergency measure. We urge all members therefore to keep a close eye upon the legislative situation at Washington and to impress their Senators and Congressmen with the injustice of the proposed permanent tariff legislation from their viewpoint whenever opportunity presents itself."

### FEDERAL BOARD PROBES SOAP CONCERN

The Federal Trade Commission has issued a complaint against the Union Soap Company of Indianapolis, charging misrepresentation as to price and brand names. The company is alleged to market its products under various misleading and fanciful brand names among which are "Olive Cream Castile," "Cucumber Cream," "Almond Cream," "Hot Springs Mineral," etc., although all the soaps are made of the same ingredients, except for a slight variation in coloring matter and perfume. The ingredients used by

respondent in these soaps are water, 33%, coconut oil, 15%; caustic lye, 25%; silica, 7%; filler, 20%.

The alleged misrepresentation in value arises from the practice of packing soaps, which are sold by the respondent at prices ranging from 1 cent to 2 cents per cake, and in boxes of 3 cakes each upon which are printed, "Price 75 cents." This practice is said to aid customers of this respondent in using unfair methods against its competitors who do not sell their soaps in containers marked with fictitious prices.

Another paragraph of the complaint states that this concern markets its soap in containers on which are printed what purports to be the name of the manufacturer, but this respondent instead of using its own name and place of business, uses various fanciful names of concerns that do not exist. This is said to deceive the public and prevent the discovery of the true source of manufacture of the soaps.

### EXTRACTION OF THE FREE FATTY ACIDS

[From *Seifensieder-Zeitung*, Vol. 48, No. 33 (August 18, 1921), Page 699.]

The extraction of the free fatty acids from oils and fats is accomplished by various methods. All of these processes are based on the saponification of the fatty acids by treatment with alkali, soda lye or soda, so that the soaps gather at the bottom of the vessel used for the neutralization. Then the fatty acids are liberated from the separated soaps with the aid of an acid.

In spite of the large and long experience in this field the methods for the removal of the fatty acids from fats by neutralization with soda, etc., show numerous defects. Some of the most important of these faults are: (1) It is impossible to separate the fatty acids by this neutralization method without darkening them. The acids extracted from fats by their transformation into soaps and the decomposition of the latter with the aid of a mineral acid are always much darker than the original fats from which they were obtained. They have to be bleached and this process is often extremely difficult. In many cases the attempt to produce fatty acids of a light color is entirely unsuccessful.

(2) The treatment of the oils with alkali frequently produces troublesome emulsions which can only be overcome with the greatest difficulties and retard the whole process very much.

(3) Large quantities of alkali and mineral acids used for the saponification of the fatty acids and the decomposition of the soaps enter chemical bonds and are lost.

(4) Considerable losses or neutral fat are caused not only by the emulsification of the fat by the soap, solution, but also by the saponifying action of the alkali added for the neutralization of the already present fatty acids upon the fat itself.

Numerous attempts have been made to accomplish the



extraction of the fatty acids by other methods. For instance, it was suggested to extract the fats below their melting point and the oils below their solidification point with cold alcohol or acetone in suitable apparatus. The originators of this method claim that fatty acids are dissolved and separated from the fat, if exposed to the action of the alcohol long enough, while the neutral fats remain unchanged.

This method, however, also shows various defects. In the first place the process is too bothersome. The fats have to be ground fine before they are treated with alcohol and this is very difficult. Even fats with a high melting point agglutinate and become too soft under the influence of pressure. Fatty acids with a high melting point such as stearic acid, are not easily soluble in cold alcohol and their extraction therefore requires much time. For oils the process can hardly be used for the reason that the whole work has to be carried out with strong artificial cooling. An artificially produced low temperature is also necessary to grind the fat.

The extraction of the fats with alcohol at a higher temperature has likewise proved unsuccessful, because of the formation of troublesome emulsion which render a complete separation impossible.

A process has now been discovered and patented by the C. & G. Mueller Co. Ltd., manufacturers of edible fats in Neukoelln near Berlin, which is free from the defects mentioned and permits the most thorough separation of the fatty acids and fats without any loss of chemicals. The new method is based on the following surprising observation: In anhydrous solvents which are miscible with water, such as pyridin, the neutral oils as well as the free fatty acids are easily soluble even in a low temperature. But if water is added to the pyridin solution a small water content, which varies according to the nature of the oil, is sufficient to separate the fat. On the other hand the fatty acids are soluble in hydrous pyridin with a much higher water content and can only be separated by a further dilution of the pyridin with water. The quantity of the water required depends upon the nature of the fatty acid.

If water is added to a pyridin solution of oil containing free fatty acids a certain water content of the pyridin that has to be determined by preliminary tests causes the formation of two strata. The lower stratum consists principally of a solution of fatty acids in hydrous pyridin, and the lower one of neutral oil and a small quantity of pyridin. The two strata are formed in the shortest time, in most cases instantly, and no emulsification takes place. The hydrous pyridin solution is then further diluted with water and this again causes the formation of two strata. The fatty acids are separated from the solution and gather above the pyridin. Finally the oil and the fatty acids are freed from the still remaining pyridin by washing with water. The pyridin carried along by the oil and fatty acids can, of course, also be extracted by a slight heating under decreased pressure. After dehydration by distillation or some other known method the pyridin may be used again.

The color of the fatty acids obtained by this new method is as light as that of the used oils, and the treatment with pyridin causes no darkening. The fats are in many cases lighter than the original product. Because of the fact that every particle of the pyridin is recoverable infinite quantities of oil may be treated with a certain given quantity of this chemical. Instead of dissolving the oils in anhydrous

pyridin and then diluting the solution to a certain degree with water they may be treated at once with hydrous pyridin. By this method the same result is obtained.

A continuous working method proves most expedient. Only small quantities of oil should be subjected to the separation process at one time. In this manner the pyridin can be partly or completely dehydrated after every separation of the strata and added to fresh quantities of oil.

Instead of pyridin the mixture known as "pyridin base" may also be used. With certain oils, and especially with solid fats poor in glycerides, the separation can be accomplished with the aid of acetone. The method of treating fats with acetone in such a manner that acetone solution of the raw fats is freed from the oily constituents is generally known. In this case no deoxidation of the fats takes place, however, but only a concentration of the fats into glycerides with a high melting point. A deoxidation cannot be accomplished by this method. The fatty acids are the constituents of the fats most easily soluble in diluted acetone solution. An increase of the fatty acids remaining in the solution of the neutral fat takes place, if only enough water is added to the acetone solution of the fat to accomplish the precipitation of the unsaturated oily constituents. The separation of the neutral fats from the free fatty acids is only possible by the addition of a much greater quantity of water and a degree of dilution which separates the saturated constituents of the neutral fats as well as the unsaturated parts and only leaves the free fatty acids in solution.

With this method it is therefore only possible to raise the melting point of the raw fat and this may be accompanied by an increase of free fatty acids, while the new process described above assures a far-reaching deoxidation and makes a change of the composition of the fat impossible.

Patent specification: A method for the extraction of the free fatty acids from fats, characterized by the fact that the fats and oils are treated with solvents, such as pyridin, which dissolve fats easily even in a cold state, are miscible with water and, if the dilution is carried far enough, separate all neutral fats, while the free fatty acids remain in solution.—German Patent 339,027.

#### German Transparent Soaps

The *Seifenherstellungs- und Vertriebs-Gesellschaft* states that now that the restrictions on galled spirit have been removed, it may be assumed that the supplies of spirit have improved and will continue to improve materially. Under these conditions it no longer appears necessary to uphold the restriction placed upon the use of spirit for the manufacture of transparent soaps (order of November 1, 1920). Consequently, the Ueberwachungsausschuss, or Watch Committee of the Soap Industry has decided that, henceforth, spirit may again be used for making transparent soaps. The use of sugar, for making glycerine soaps, however, is still forbidden.

#### Imports of Vegetable Oils Into Turkey

Consul General Ravndal notes that the yearly consumption in Constantinople of olive oil and oils used as substitutes (such as cottonseed oil and soya-bean oil) amounts to about 35,000 barrels. In Constantinople there is a substantial trade in American cottonseed oil, which is used both in lieu of olive oil when the olive crop is short and for adulterating purposes when the olive crop is abundant. Shanghai has captured some of this trade with soya-bean oil. The supply of vegetable oils previously obtained from Russia is now chiefly supplied by Great Britain, China, and Egypt.



# COLOPHONY IN THE SOAP INDUSTRY AND REFLECTIONS IN REGARD TO METHODS FOR DETECTION OF RESIN

By ROBERT JUNGKUNZ, Basle

The use of the raw material known as resin has become so general in the soap industry during the last few years, that a discussion of its origin, its application for the manufacture of soap and the various methods for its detection appears well justified.

The resin of the soap industry is commonly called colophony and remains as a residue, after the resin has been subjected to various treatments and a number of different manipulations.

Prof. Bottler classifies as resins all semi-solid or solid and in this case brittle natural substances which resemble the different varieties of gum in appearance, are rich in carbon, poor in oxygen and free from nitrogen and burn with a fuliginous flame. According to the same author recent investigations have shown that the resins are formed either from ethereal oils and terpenes, or by the transformation of tannin.

Our knowledge in regard to the origin and composition of the resins is still very defective and the views of the experts vary greatly. In their physical characteristics the resins are closely related to the fats, but their constitution is entirely different.

According to a classification which for practical reasons comprises all resins used for technical purposes (in contrast to the chemical classification of Tschirch) the following varieties are combined into one principal group:

Common resin (pine resin), benjoin, copal, dragon's blood, elemi, guaiacum, mastic, sandarak, shellac, xanthorrhoea resins and Japan lac.

Only one of the mentioned varieties, the so-called "common resin," brings us nearer to the origin of the colophony. The use of the name "pine resin" for "common resin" is not quite correct, because the product classified as "common resin" is not only obtained from the pine, but from all trees which furnish turpentine.

The European resin trees to be mentioned are: The pine (*Picea excelsa*) and the fir (*Abies pectinata*) of northern and southern Germany; the coast pine (*Pinus maritima*) of France and Portugal; the black fir (*Pinus Laricio*) of Lower Austria and France; the white fir (*Pinus sylvestris*) of Germany and Galicia; and the larch (*Larix europaea*), which grows in the southern part of Tyrol and in the French and Italian alps.

Far more important, however, are the American trees furnishing resins, especially those of North America. There resin is obtained from the balsam pine (*Abies balsamea*), the Weymouth pine (*Pinus strobus*), the resin pine (*Pinus resinosa*), and in Canada from the Lobolly pine (*Pinus Taeda*) and the Australian pine (*Pinus australis*).

The methods of the production of resin vary according to local customs and the variety of the trees, but in the main part they are identical: The turpentine—a mixture of turpentine oil, water and resin—which flows from the mentioned conifers naturally, or after they have been tapped by boring or cutting, is collected in a suitable manner. Further treatment of these raw resins produces the various commercial products, such as oil of turpentine, colophony and resin pitch. From the colophony resinous

oils, pinolin and heating and illuminating gases may be produced by other processes.

The colophony remains as a residue after the turpentine oil of the raw resin has been distilled off, but the boiling has to be continued in open kettles until the complete evaporation of the water is accomplished. Impurities are removed by permitting the substance to settle. Prof. Bottler states that 28 kegs of turpentine oil and 105 kegs are obtained from 140 kegs of virgin resin (the product of the first year of resin extraction).

The name colophony is evidently derived from the ancient Greek city Kolophon, an important place of the Ionic Federation. The principal countries producing colophony are North America and France, and in a more modest measure also Austria and the German districts containing large conifer forests.

In low temperature the colophony is odorless, or it has a slight turpentine odor. It is transparent, almost like glass, easily friable and light yellow to dark brown in color, according to the production method and the quality of the raw resin.

According to Lewkowitsch the various commercial qualities are distinguished by the letters of the alphabet. A is almost black and the other qualities become lighter and more transparent as the letters rise in the alphabet. The clearest and most transparent grades are W. G. (window glass) and W. W. (water white). For the soap industry only the grades G and J are used, as pointed out by Deite-Schrauth in their "Handbook of Soap Manufacturing."

An examination of the market reports shows an enormous increase of the prices since the beginning of the world war. The quotations were:

MARCH 1914:										
WW	WG	N	M	K	J	H	G	F	E	
\$6.45	6.05	5.80	5.00	4.15	4.05	4.02	3.97	3.97	3.95	
				D	B					
										\$3.95, 3.95

SEPTEMBER 1919:										
WW	WG	N	M	K	J	H	G	F	D	
\$23.65	23.25	22.15	19.90	19.45	18.95	18.45	18.20	17.95	17.70	
					B					
										\$16.95

The market report of October 8, 1919, furnishes an interesting insight into the comparatively little known resin production of Spain. It says:

"The raw resin is obtained here (in Spain), as in America and France, from the pine trees. Every spring incisions are made into the bark of the trees and vessels resembling flower pots placed under the notches. Every two weeks the turpentine collected in the pots is poured into barrels and transported to the factory, where the raw resin is distilled."

On account of a peculiar condition of the soil the Spanish raw resin is finer than the French kind. In Spain the

\*From *Seifensieder-Zeitung*, vol. 48, Nos. 31-32 (1921).



bleaching of the resins only requires a few days, while in France they often have to be exposed to the rays of the sun for weeks.

The Spanish market quotations were as follows:

Resin, extra-white, I E .....	105 Pesetas
Resin, white, I II.....	100 "
Resin, W W, W G, N, III IV.....	98 "
Resin, M, K, L, V VI.....	95 "
Resin, H, G, F, VII VIII.....	93 "
Resin, E, D, B, IX XII.....	85 "

%g Porto Pasages-Barcelona.

In regard to the German resins and their suitability for the manufacture of soap, Goldschmidt and Weiss (in *Der Seifenfabrikant* 1919, No. 39, page 49 and *Chem. Zeitung* 1919, No. 78, page 147) report in substance: The domestic resins are divided into the inferior grade of the scraped or extraction resins, which are mostly dark and opaque, and the better grades obtained from the living trees. All German resins contain large quantities of oxidation products. The use of these resins especially the extracted varieties, for the manufacture of soaps is therefor accompanied by considerable losses. These losses are caused by the fact that the soaps of oxidized resinous acids are easily soluble in the salt solutions of the concentrated spent lye, in the same manner as the soaps from oxy fatty acids. For the determination of the losses it is advisable to find those caused by the treatment of the resins with neutral spent lye.

(To be continued)

#### DETERMINATION OF SPLITTING DEGREE

The following new method for the accurate determination of the free fatty acid content, that is the splitting degree of fats, is published by O. Steiner in the *Pharm. Zeitung*.

About 2 g. of the sample to be examined are placed in an Erlenmeyer flask holding about a quarter of a liter, but it is not necessary to weigh or measure the quantity exactly. After 25 ccm. and a few drops of phenolphthalein have been added the mixture is titrated with half normal potash lye, until it turns red. By this process only the free fatty acid has become saponified. Then more half normal potash lye is added, so that the total quantity used amounts to 25 ccm. With this addition the mixture is boiled on the water bath for fifteen minutes. This suffices for the saponification of the neutral fat present. Finally the excess of potash lye that was not required for the saponification is retitrated with half normal hydrochloric acid, until the complete decoloration is accomplished.

Example: The neutralization of the fatty acid has consumed 15.1 cc. of half normal potash lye. Then 9.9 ccm. more were added ( $9.9 \times 15.1 = 25$ ) and retitrated with 8.7 ccm. of half normal hydrochloric acid. This means that the saponification of the entire fat required  $25 - 8.7 = 16.3$  cc. half normal potash lye, and that of the fatty acid alone 15.1 ccm. The formula for the calculation therefor is:  $100 : 16.3 = x : 15.1$ , or  $1510 : 16.3 = 92.64$ . The splitting under these conditions is 92.64 per cent.—*Seifensieder-Zeitung*, vol. 48, No. 24 (June, 1921), page 501.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

#### SOAP INDUSTRY OF PALESTINE

Olive-oil soap is the product of the most important of the few industries which exist in Palestine, writes Consul Addison E. Southard, Jerusalem. The center of the Palestine soap industry is at Nablus, in the Province of Samaria, 40 miles north of Jerusalem. There are about 30 small factories at Nablus and all are engaged in making pure olive-oil soap. There are almost as many factories at Jaffa (the port of Jerusalem), but the production is not as great as that of the Nablus factories, is not exclusively of the pure olive-oil variety, and does not appear to have the reputation of the Nablus soap. Small factories are found in Jerusalem and elsewhere, but Nablus and Jaffa are the important centers. Nablus is also the center of an important olive-oil district.

Exact figures as to the total quantity of soap produced in Palestine are not available. An estimate of a production of 8,000 tons annually is probably liberal. The Nablus soap makers estimate that they produce about 4,000 tons in a year, when olive oil is obtainable in sufficient quantities.

The value of the soap produced in Palestine varies with business conditions, but the rotl (6,349 pounds) has at present an average wholesale value of 20 Egyptian piasters, equal at current exchange rates to about 80 American cents. This rate may be accepted as the wholesale value of pure olive-oil soap made in Palestine. The retail price locally averages 15 to 25 cents more per rotl. The minor share of the total soap production, which contains fats other than olive oil, sells a little cheaper.

Considerably more than half the total soap production of Palestine finds a market in Palestine, Syria, and the trans-Jordan regions, and may be considered local trade. Palestine soap finds its principal export market in Egypt, which in normal times will take from \$500,000 to \$750,000 worth annually. Syria, Palestine, the trans-Jordan region, and Egypt practically consume the entire soap production of this country, and there are no important quantities exported to other markets. Generally no Palestine soap goes to the United States, but there is a small factory at Haifa which caters to a limited but established American demand for pure olive-oil soap. The quantity of this soap exported is comparatively unimportant.

#### Statistics of Fats and Oils

The factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended September 30, 1921, as compiled by the Bureau of the Census, was as follows: Vegetable oils, 325,520,895 pounds; fish oils, 23,383,657 pounds; animal fats, 419,741,945 pounds; and grease, 77,491,843 pounds; a total of 846,138,340 pounds. Of the several kinds of oils and fats covered by the inquiry the greatest production, 327,555,529 pounds, appears for edible and neutral lard. The production of refined oil during the three-month period was as follows: Cottonseed, 115,872,250 pounds; coconut, 31,505,200 pounds; peanut, 12,317,638; soya-bean, 2,333,930 pounds; and corn, 16,496,007 pounds.

#### German Potash Cheapest in France

Considerable concern has been created in French potash circles by the news that large quantities of German potash had been imported into France at a low price. Fourteen or fifteen train-loads are reported to have passed through Mulhouse, Kehl and Strasburg on the way to Paris, and six boats full of potash have arrived at Douai. In spite of duties of 30 francs per ton on chloride of potassium, the German salts work out cheaper than the French. The matter has been reported to the Government.

#### Glycerine Exports and Imports

Domestic exports of glycerine during September aggregated 103,622 pounds, and were valued at a total of \$14,337, according to records of the U. S. Bureau of Foreign and Domestic Commerce. Imports of crude glycerine amounted to 88,644 pounds valued at \$10,351.



## U. S. SOAP EXPORTS FOR SEPTEMBER

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in September, the figures given first being for toilet and fancy soaps, the second set of figures (in parentheses) in each item being for all other soaps.

Austria, \$4,932, (....); Azores and Madeira Islands, (....); Belgium, \$1,156, (\$232); Denmark, \$19,060, (....); France, \$51, (\$4,788); Germany, \$25, (\$48); Italy, \$153, (....); Netherlands, \$4,061, (\$158); Norway, \$8, (\$2,818); Spain, \$482, (....); Sweden, \$480, (\$263); Switzerland, \$72, (....); England, \$72,662, (\$39,428); Scotland, (....), (\$11,300); Ireland, (....), (\$320); Bermuda, \$222, (\$537); British Honduras, \$40, (\$1,277); Canada, \$28,543, (\$66,389); Costa Rica, \$715, (\$262); Guatemala, \$1,662, (\$318); Honduras, \$3,627, (\$5,040); Nicaragua, \$299, (\$2,247); Panama, \$5,286, \$9,645; Mexico, \$9,130, (\$189,493); Newfoundland and Labrador, \$445, (\$1,561); Barbados, \$22, (\$10); Jamaica, \$926, (\$535); Trinidad and Tobago, \$55, (\$22); Other British West Indies, \$111, (\$1,909); Cuba, \$19,860, (\$63,792); Virgin Islands, \$223, (\$2,207); Dutch West Indies, \$182, (\$26); French West Indies, \$19, (....); Haiti, \$3,235, (\$92,591); Dominican Republic, \$2,696, (\$23,806); Argentina, \$1,157, (\$6,569); Brazil, \$2,439, (\$347); Chile, \$43, (\$21); Colombia, \$3,783, (\$11,009); Ecuador, \$68, (....); British Guiana, \$43, (....); Dutch Guiana, \$465, (....); French Guiana, \$12, (\$18); Peru, \$718, (\$1,836); Uruguay, \$18, (....); Venezuela, \$1,432, (\$28); China, \$2,116, (\$1,092); Chosen, (....), (\$11); British India, \$295, (\$20); Straits Settlements, \$157, (....); Dutch East Indies, \$940, (....); Hongkong, \$585, (\$284); Japan, \$12,145, (\$50); Palestine and Syria, \$191, (\$16); Russia in Asia, \$26, (\$29); Australia, \$3,353, (\$2,551); New Zealand, \$2,145, (....); French Oceania, \$165, (\$25); Other Oceania, \$64, (....); Philippine Islands, \$19,505, (\$3,209); Belgian Congo, (....), (\$33); British South Africa, \$505, (\$2,256); Egypt, \$90, (\$22); Siam, \$48, (....). Total, \$232,948, (\$540,548).

## GLYCERINE IN JAPAN AND CHINA'S TRADE

Until the start of the world war all the glycerine used in Japan was imported from the United States and European countries, notes *Finance and Commerce* (Shanghai), but the enormous demand resulting from the war led to the establishment of a factory under the protection of the Japanese Government, which has reduced somewhat the volume of imports of glycerine. Originally the manufacturers of glycerine in Japan used only fish oil, but are now adding to the supply by using tallow, vegetable wax, and coconut and bean oils.

China's imports of glycerine during 1920 showed a fair increase. Out of a total valued at about 107,000 haikwan tael, the United Kingdom supplied over 60,000 tael's worth; Japan, 25,000 tael; the United States, 11,000 tael. Shanghai is the largest absorbing center, taking about 63 per cent of the total importations of glycerine into China. (The average value of the haikwan tael for 1920 was \$1.24 gold.)

## Prominent British Soap Factor Dead

Major F. H. Harris, whose death occurred recently, was for a long period managing director of Wm. Gossage & Sons, Ltd., soap manufacturers, Widnes, England. He was for many years connected with the Eighth Battalion of the King's Liverpool Regiment.

## Exports of Soda from New York

Figures just compiled show that in August soda ash exports amounted to 1,555,694 pounds, valued at \$33,593. Caustic soda figures were 2,008,376 pounds, valued at \$79,170.

## Switzerland's Imports of Soap

Swiss imports of soap during the half-year ended June 1921 amounted to 2,450 metric tons, showing a deficit when compared with the corresponding period of 1920, but an increase on 1919.

## FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

established on coconut oil when resales of several tanks of Manila were made at 8 cents f. o. b. New York for prompt shipment. These sales cleared up the last of the distressed lots, it was said, and larger inquiries are now to hand for Manila oil for November shipment from the Pacific Coast at 8 cents a pound. Despite the unsettlement in the oil there was a fair inquiry to hand for copra at  $4\frac{1}{4}$  cents for Cebu sun dried, although asking prices in New York were nominally  $4\frac{1}{4}$ @5 cents a pound. Primary markets for palm oil were reported to be irregular, with Lagos on spot held at  $7\frac{1}{2}$ @ $7\frac{3}{4}$  cents, with offerings light, although on shipments from abroad there were sellers at 7 cents c. i. f. New York. Palm kernel oil has been inactive at 8 cents c. i. f. New York, with spot nominal at  $9\frac{1}{4}$  cents. The imports for nine months of the current year to September amounted to 1,581,717 pounds as against 1,457,159 pounds a year ago. Holders of crude domestic peanut oil asked  $8\frac{1}{4}$  cents in buyers' tanks, but buyers' ideas were  $\frac{1}{2}$  cent under this level. The refined was held at  $11\frac{1}{2}$  cents f. o. b. New York. A stronger seed situation brought out a firmer tone in castor oil, which was offered at  $11\frac{1}{2}$  cents for the number 1 and  $10\frac{1}{2}$  cents for the number 3. Selling of cotton seed oil has been persistent and bearish pressure has increased on publication of the Census report showing that the Government underestimated the crop, ginning returns to November 1 being 100,000 bales above the estimated crop. Corn oil has remained steady generally, with November-December shipment crude held at  $7\frac{1}{2}$  cents sellers' tanks f. o. b. Chicago, although crude in barrels was held at  $9\frac{3}{4}$  cents and refined at  $11$ @ $11\frac{1}{4}$  cents. There was a moderate demand for China wood oil for spot and nearby delivery. The olive oil market reflected greater stability as offers of prime green Italian foots were small, while denatured was firm at \$1.15@\$1.20, and edible at \$1.90@\$2.30 a gallon.

## Industrial Chemicals

Buying of those industrial chemicals which enter the soap making and allied lines has shown a tendency to expand. Prices are for the most part steady, and the consensus in the trade is that they are working higher. There has developed during the interval a rather pronounced sentiment against the absolute exclusion of certain foreign chemical products, particularly potashes, so that it is believed some sort of a potash tariff will eventually be incorporated in the tariff bill.

In the absence of any special foreign interest in the principal alkali chemicals the tone in these has become easier, with 76 per cent caustic soda in carlots available at  $4$ @ $4.15$  cents ex-store, although quotations at works were unchanged at  $3\frac{3}{4}$  cents basis of 60 per cent. Light soda ash in bags eased to  $2$ @ $2.10$ , although small sales went through in barrels at  $2.45$  ex-store, with prices at works repeated at  $1.65$  for single bags in carlots and  $1.95$  for barrels basis of 48 per cent, and imported ash at  $1.60$  c. i. f. New York.

Increase in offerings from the other side brought out a somewhat easier tone in the market for caustic potash, which was offered at  $5\frac{1}{4}$ @ $6\frac{1}{4}$  cents for the 92 per cent, with shipments offered at  $5\frac{1}{2}$  cents c. i. f. New York. There was a feeling that as soon as the market steadied itself, domestic makers would institute competitive conditions and reduce their existing quotation of 12 cents a pound at the works as well as their price of  $10$ @ $11$  cents for the 70 to 75 per cent. Along with other potashes carbonate was easy at  $6$ @ $6\frac{1}{4}$  cents for the 96 to 98 per cent, as only limited buying was in evidence.

## Other Soap Materials

Buying of rosins for the account of South America, Japan and Italy has been a feature of the market during the period. Prices are on a steady basis, although they have tended to easiness due to the weaker statistical position at Savannah and Jacksonville. It is now understood, however, that rosins are in firmer hands and that further concessions for the near future are unlikely. There are moderate inquiries in the market for fatty acids.



## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

### TALLOW

(Written Specially for This Journal)

During the past three weeks the price of New York Special Tallow and stock of similar quality has been practically unchanged, and the 6-cent market established during the latter part of October was re-established by a sale of 300 drums today at the same rate.

In the meantime, lard as well as cotton seed oil have steadily declined with the January lard option in Chicago, to 8¼ cents; and the December cotton seed oil option to 8 cents New York; the latter fully two cents per pound below the recent top.

Meanwhile, surplus stocks have been absorbed and soapers are finding a steady and brisk demand for their products; necessitating steady purchases for the replenishment of their stocks of fats. We have received insignificant quantities of Soya Bean Oil. This, with the scarcity of cotton seed soap stock, is likely to help sustain values for New York Special Tallow and similar grades for the next six weeks.

Should Europe again begin to buy heavily, such purchases will quickly influence prices.

The partial resumption of trade in various directions absorbing tallow and greases as well as the products thereof, adds keener competition for the requirements of the soapmakers.

Should this demand broaden as we approach the New Year, a condition deemed by many as likely, it would be an additional factor to prevent recession in values. The exceedingly low price of 4½ cents made early this year, followed by the advance to 6¼ cents and decline to present 6-cent price, obviously warrants the consumer to keep his reserve stocks ample.

While any decided advance in tallow prices is not predicted as likely to occur during the remainder of this year, it is well to recognize current conditions for what they are.

November 15, 1921.

TOBIAS T. PERGAMENT.

### GLYCERINE

(Written Specially for This Journal)

Just after our last letter was written, one of the refiners raised his price for Chemically Pure to 14¼ cents, in bulk, while the others continued to quote 14 cents. Later, an advance to 14½ cents was made by one of the makers, but, as the others did not follow suit, he reduced his price again. Late last week, 14½ cents was quoted by all the Eastern refiners, and they seem to be firm in their determination to hold for that price. There is no doubt that the situation warrants what is now asked, in spite of the fact that the Explosives season has about ended and that there is no unusual demand for Chemically Pure. There is some improvement in general business, and next year will see us still more advanced toward normal conditions. With the general improvement, there will be an increase in the consumption of Glycerine, which will

eventually overtake the production, and probably require us to go abroad for raw material; by this time, the price should at least, have reached prewar levels. The trend of the market is upward and the price may rise during the Winter, but we do not look for any material advance.

November 15, 1921.

W. A. STOPFORD.

### VEGETABLE OILS

Soap makers have been buyers of palm, coconut and soya bean oils during the interval. While prices show no special degree of strength, the situation generally is said to be firmer. Offerings of soya bean oil have continued limited as a whole, although resale crude in sellers' tanks was offered at 7½ cents a pound sellers' tanks f.o.b. the Pacific Coast, with crude in barrels held at 9 cents spot and refined at 10@10¼ cents in barrels. Reports from producing sections indicate that there has been an increase in the acreage of soya beans. A new low for the movement was

(Continued on preceding page)

### SOAP MATERIALS

#### Tallow and Grease

Tallow, New York, Special 6c.; edible, New York, 8c. Yellow grease, New York, 4¼@4¾c. Choice house grease, New York, 4¼@4¾c.

Rosin, Savannah, November 15, 1921.

Common to good.	\$4.20-	I	\$4.20-
D	4.20-	K	4.70-
E	4.20-	M	5.10-
F	4.20-	N	5.30-
G	4.20-	W. G.	5.40-
H	4.20-	W. W.	5.60-

Starch, Pearl, per 100 lbs.	\$1.78@ \$2.06
Starch, powdered, per 100 lbs.	1.88@ 2.16
Stearic acid, single pressed, per lb.	9¼c.
Stearic acid, double pressed, per lb.	9¾@10c.
Stearic acid, triple pressed, per lb.	10½@11c.
Glycerine, C. P., per lb.	14½@15c.
Glycerine, dynamite, per lb.	12¼@13c.
Soap lye, crude, 80 per cent, loose, per lb.	8¾@8¼c.
Soap lye, saponification, 80 per cent loose, per lb.	9½@9¼c.

#### Oils

Coconut, edible, per lb.	11½@12c.
Coconut, Cochín, Dom., per lb.	10@10¼c.
Coconut, Ceylon, Dom., per lb.	9½@9¼c.
Palm, Lagos, per lb.	7¾@8c.
Palm, kernel, per lb.	8¾@9c.
Cotton, crude, per lb., f.o.b. mill.	7.00
Cotton, prime, summer yellow.	8.40@ 8.80
Soya Bean, per lb. (edible).	10@10½c.
Corn, crude, per gal.	9¾c.
Corn, refined, per lb.	11¼c.
Castor, No. 1, per lb.	11½c.
Castor, No. 3, per lb.	10½@11c.
Peanut, crude, per lb.	8@8¼c.
Peanut, refined, per lb.	11½-12c.
Olive, denatured, per gal.	1.10@ 1.15
Olive Foots, prime, green, per lb.	8½@8¼c.

#### Chemicals

Soda, caustic, 76 per cent, per 100 lbs.	4.00@ 4.15
Soda, ash, 58 per cent, per 100 lbs.	2.10@ 2.20
Potash, caustic, 88@92 per cent, per lb., f.o.b. works	4½@5¼c.
Potash, caustic, 70@75 per cent, per lb., f.o.b. works	10@11c.
Potash, carbonate, 88@92 per cent, per lb. New York	4½@ 5c.
Salt, common, fine, per ton.	19.00@ 20.00
Sulphuric acid, 60° per cent, per ton.	11.00@ 13.00
Sulphuric acid, 66° per cent, per ton.	17.00@ 19.00
Borax, crystals, per lb.	5¼@6c.
Borax, granular, per lb.	5½@6c.
Zinc oxide, American, lead free, per lb.	7@8½c.



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@ 9c.

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@ 12c.  
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@ 4.15  
@ 2.20

@ 5 1/4c.

@ 11c.

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@ 19.00  
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